

NOTE THE SOAP INDUSTRY SECTION

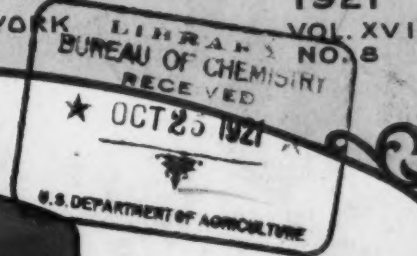
The American Perfumer

and Essential Oil Review

OCT.
1921

PERFUMER
PUBLISHING
COMPANY

14 CLIFF ST., NEW YORK



(SEE PAGE 9)

AMERICAN CAN COMPANY

(STOPPER FACTORY)
NEW YORK

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SYNTHETICS

**AND AROMATIC CHEMICALS
FOR PERFUMERY**

STAPLES AND NOVELTIES

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M. NAEF & CO., Successor

UNGERER & CO., NEW YORK

The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc.
No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policy.

TWO DOLLARS A YEAR.
TWENTY-FIVE CENTS A COPY.

NEW YORK, OCTOBER, 1921

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WHERE WE STAND ON THE "EMBARGO"

We have received a number of inquiries lately as to our editorial attitude concerning the protection of the American chemical manufacturing industry. We gave an indication of this in our issue of January, 1921, in which we stated in part:

"The interests of the manufacturers of perfumes and toilet preparations, toilet soaps, etc., are paramount, for in the long run if they do not prosper, the firms that supply them will not prosper and harm will come to all."

We believe that the American manufacturers of synthetics, etc., should have adequate protection—that will enable them to compete with foreign manufacturers.

We believe also that the American consumers should be left in a position whereby they can buy the products that they desire—whether imported or domestic—provided they are willing to pay the price.

In other words, we feel that the products of the world should be open to American manufacturers of perfumes, toilet preparations, soaps, etc., just as they are to their French competitors whose developing American business provides very substantial competition.

Whether the protection to be granted to the American synthetic manufacturers shall consist of a specific duty based upon the difference in market prices here and abroad, as suggested by Senator Moses of New Hampshire, or whether it shall be a straight ad valorem duty of large amount, or some other method, we do not suggest, for that is the province of Congress. But we do not subscribe to the selective embargo plan.

We trust that our position is now clear.

NEW ASPECTS OF THE TAX ON ALCOHOL

Drug & Chemical Markets in a recent editorial points out an alcohol tax menace to manufacturers of perfumery, toilet preparations, flavoring extracts and barbers' supplies generally that must command the attention of every one of them. It quotes the following from an official statement of the American Drug Manufacturers' Association, which seemingly at times has been an ally of the associations representing our industries, but which, it is understood, favors an increase in the tax on alcohol, something that is the reverse of the interests of our industries:

"The removal of the tax on alcohol would flood the country with fly-by-night concerns making carloads of alcoholic medicinals to sell booze. This is the claim with which pharmaceutical manufacturers are trying to meet the agitation for the removal of the tax on alcohol.

They point out that there are thousands of irresponsible men who are only kept from this business now because of a lack of sufficient capital to buy alcohol at the price the present tax imposes. The backers of the idea claim that now that hooch is tabooed, the high tax on alcohol is an unjust penalty. But according to the pharmaceutical manufacturers the tax serves the above as well as some very useful purposes."

The amount of the tax, as everybody knows, unless influenced by selfish motives, with high prices for products to the public as an objective, has nothing to do with bootlegging possibilities, regarding which *Drug & Chemical Markets* aptly says:

"The American Drug Manufacturers' Association is opposed to the removal of the tax on alcohol on the ground that the price of alcohol would be so reduced thereby as to permit thousands of bootleggers to get into the drug business. The Drug Manufacturers believe that the alcohol tax is a big factor in keeping the manufacturing drug industry free from masquerading booze makers. Investigation shows that the tax has little or nothing to do with the matter.

"The bootlegging price for grain alcohol is reputed to be \$13 a gallon. A tax of \$4.18 a gallon is rather insignificant when the bootlegger can turn over his alcohol at \$13. If the demand for alcoholic beverages through underground channels is sufficient to warrant bootleggers and whiskey makers paying \$12 to \$13 a gallon for alcohol, and advices indicate that this is being done, just how far is the tax a factor in tending to prevent this illicit business?

"It will be just as difficult to get permits for alcohol at 50c a gallon as it is at \$4.75 a gallon, while to bootleggers and permit forgers, tax and price mean nothing anyhow. They flourish to-day in spite of the tax. If it were such a simple matter to make carloads of alcoholic medicinals to sell for booze, the American Drug Manufacturers' Association can rest assured it would be done to-day, the big demand and high prices for such things eliminating the tax as a factor. Furthermore, why should a prosperous bootlegger go into the drug business anyhow, when conditions to-day make the necessity of drug-trade camouflage superfluous?"

Our trade associations uniformly have co-operated with the prohibition and other authorities to prevent the misuse of alcohol under the Volstead Act although under no moral or other obligations to do more than they would do to enforce other laws. One result has been to encourage the bone dry prohibitionists to draw the red tape tighter around the legitimate manufacturers. This is a phase of the Volstead Junior Bill, which is being fought in the Senate.

When the prohibitionists cannot trust honest business men and reputable physicians to follow their activities without imposing additional restrictions applicable to a comparatively few black sheep it is time for serious thought. Many persons who do not like the Eighteenth Amendment, including Gov. Miller, of New York, have given willing aid to enforcing it simply because it was the law and this respect for law and order it is believed has encouraged the bone dry prohibitionists to try to exact further pounds of flesh, as Shakespeare might say.

In any event the time has come when legitimate manufacturers using alcohol must begin to assert their rights, instead of willingly helping their captors to tie the red tape tighter, raise the costs of production and reduce potential profits.

Prohibition has had a trial of two years in the United States. Except in localities which went "dry" by local option vote of the citizens, it has not been a brilliant success. Revenues have been lost, taxes have been increased

THE ART OF LEAVING OUT.

By David Vetter

"It isn't what's in a Ford car that permits of its selling for so few dollars; it's what is *not* in it."

"It isn't what's in the modern chain grocery store that makes it serve so cheaply; it's what's left out, in expensive service and unprofitable merchandise."

"It isn't altogether the work that an executive does that makes him successful; it's the work he doesn't do—the non-essential tasks that he eliminates from his day, leaving his mind free for the important planning and thinking."

"Study to eliminate the unessential in your daily work and life. You'll be more effective if you do, and it is effectiveness, not work, that we are all paid for in business these days."—From *"Wheels in the Air,"* by Robert R. Updegraff, in *Printers' Ink Monthly*.

and legitimate manufacturers of perfumery, toilet preparations, flavoring extracts and barbers' supplies have been harassed and annoyed, besides being penalized in increased costs of doing business. The general public is beginning to awaken to its own discomforts and financial losses. The situation offers a great big text for thought.

THE NEW ALCOHOL FORMULA 39B

Considerable interest has been aroused in the approval by the prohibition authorities of diethyl phthalate for use in the manufacture of perfumery and similar products. Following will be found the official order and later on what a prominent researcher and scientist has to say about the merits of this substitute for alcohol:

Specially Denatured Alcohol Formula No. 39-B

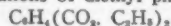
WASHINGTON, D. C., September 23, 1921.

Pro-Mimeograph Coll. No. 2840.

To Collectors of Internal Revenue and Others concerned:

The following formula, to be known as specially denatured alcohol Formula 39-B, is hereby authorized for use in the manufacture of perfumes, toilet waters, alcoholic barber supplies and lotions:

To every 100 gallons of pure ethyl alcohol add
2½ gallons of diethyl phthalate



Diethyl phthalate is colorless, practically without odor and is miscible with alcohol. Boiling point 290°C-297°C. The ester content should be not less than 99% determined by the usual saponification method.

Qualitative detection, fluorescein test: Take five (5) drops of diethyl phthalate or 10 cc. of the 2½% solution, place in a small casserole and add 5 cc. of a 10% solution of NaOH. Evaporate practically to dryness on a steam bath and then to complete dryness over a low Bunsen flame. Continue heating until the mass is in gentle fusion. Discontinue heating and add at once approximately one-half gram of resorcin. The mass effervesces and turns a dark brown. Place a small portion of this mass in a test tube and add water. The characteristic color of fluorescein develops at once.

This formula should not be used in preparations of an alkaline character as a chemical reaction will take place which may be detrimental to the finished product.

C. P. SMITH,

Acting Commissioner of Internal Revenue.

Dr. I. V. Stanley Stanislaus has delved in this branch of industry to such an extent that his views on the use of diethyl phthalate are of value. Dr. Stanislaus says: *Editor American Perfumer and Essential Oil Review:* Diethyl phthalate is the ethyl ester of orthophthalic acid.

It is an odorless, colorless, limpid body with an ester content of 99 per centum with a boiling point not less than 292 degrees centigrade to 295 degrees centigrade under a normal atmospheric pressure of 760 millimeters mercury. No other diethyl phthalate will do.

Such diethyl phthalate as the above described, when added in the proportion of 2½ gallons to 100 gallons of alcohol, which are the proportions recommended by the Government, should give a solvent which should not redden moistened blue litmus paper and this combination will not irritate the most delicate and sensitive skin. That diethyl phthalate is non-irritant to the skin has been amply demonstrated in many cases and the returns from many sources substantiated the findings. And further, since at no time have perfume extracts been reported to irritate the skin and yet it is a fact that for many, many years, the floral oils of Europe from which our perfumes have been and are now made, have been standardized by the use of diethyl phthalate. Whether there is any limit to the use of alcohol denatured with diethyl phthalate, I do not know. But I do know that as a solvent for the perfumer, this combination will work well.

Alcohol denatured with diethyl phthalate is non-irritant and we know that in the only cases where any skin irritation has been reported, that the diethyl phthalate was added to alcohol 39-A, which contained a known skin irritant—quinine. These reported cases were two in number which among the many thousands of favorable reports, speak well for the usefulness of alcohol 39-B.

During the last three days a report reached me that diethyl phthalate was a patented article. I find no odds with patented articles. Many patented articles are substances or objects of real merit. I know of no patent employing diethyl phthalate as a denaturant for alcohol. This subject is entirely new and it was conceived in our own brain. Other denaturants which have been tremendously lauded in some quarters as denaturants of perfumers' spirits, also are patented substances. Thus, a certain iso propyl alcohol very highly lauded as a denaturant of alcohol, has been secured by letters patent. A patent does not change the inherent physical and chemical properties, and because a body is a patented one that fact should not mitigate against its value or usefulness.

With the \$4.00 per proof gallon tax which will amount to \$12.16 per one U. S. wine gallon staring us in the face, quick adjustment of our differences is anxiously looked for by the much harassed and red-tape-bound perfumer.

The writer's aim in life is to be of help to his fellowmen and his best wish is that this may be of help.

Respectfully,

I. V. STANLEY STANISLAUS, Ph. D.
Research Laboratories Florome Chemical Corporation,
New York, Oct. 17, 1921.

NEW YORK PERFUMERY EXPORTS INCREASE

Perfumery exports from New York City took an upward trend in July, being nearly \$90,000 more than in June. The July total is \$303,377, being divided as follows: To Belgium, \$3,111; Denmark, \$2,995; France, \$2,650; Italy, \$20; Netherlands, \$2,690; Norway, \$1,542; Spain, \$104; Switzerland, \$3,194; England, \$153,025; Bermuda, \$348; British Honduras, \$365; Costa Rica, \$681; Guatemala, \$352; Honduras, \$1,083; Nicaragua, \$375; Panama, \$18,772; Salvador, \$11; Mexico, \$7,611; Newfoundland, \$877; Barbados, \$393; Jamaica, \$2,792; Trinidad, \$1,364; other British West Indies, \$613; Cuba, \$14,816; Danish West Indies, \$295; Dutch West Indies, \$205; Haiti, \$930; Santa Domingo, \$1,045; Argentina, \$13,904; Bolivia, \$67; Brazil, \$78; Chile, \$2,737; Colombia, \$1,533; Ecuador, \$134; British Guiana, \$730; Dutch Guiana, \$337; French Guiana, \$87; Peru, \$1,104; Venezuela, \$1,270; China, \$1,502; British India, \$9,106; Straits Settlements, \$3,031; British East Indies, \$128; Dutch East Indies, \$4,834; Hongkong, \$1,530; Japan, \$2,199; Siam, \$41; Australia, \$13,065; New Zealand, \$4,403; other

DON'T STOP.

When someone stops advertising,
someone stops buying.
When someone stops buying,
someone stops selling.
When someone stops selling,
someone stops making.
When someone stops making,
someone stops earning.
When someone stops earning,
everybody stops buying.

KEEP GOING.

Oceania Islands, \$186; Philippine Islands, \$3,162; British West Africa, \$988; British South Africa, \$10,710; British East Africa, \$4,812; Canary Islands, \$525; Portuguese Africa, \$163; Egypt, \$692; total, \$303,377.

ARTISTIC ADVERTISING

It would seem almost a reflection upon the intelligence of our readers to invite their special attention to the advertising sections of this journal, as in the first place, our readers themselves are the ones who have made our growth in advertising possible. The letters of encouragement and approval that come to us on a steady flow from all quarters of the globe, making due allowance for man's natural tendency to laud that which meets his needs, are an indication that we are serving a useful purpose to a steadily increasing degree.

We cannot refrain, however, occasionally from referring to the efforts of our advertisers to set forth their proposals in an attractive way and this spirit appears to be manifest from the very smallest to the largest displays.

In our Trade Notes we refer in more detail to some of the more striking advertisements.

HOLIDAY TRADE PROSPECTS BETTER

Business conditions continue to show a moderate improvement in nearly all sections of the country, declares Archer Wall Douglas, chairman of the Committee of Statistics and Standards of the Chamber of Commerce of the United States, in his October monthly review of the business situation in the *Nation's Business*.

"Autumn and winter seasonal goods are beginning to move and the outlook is for fairly good business the remainder of the year," he says. "As the season advances there appears to be a better prospect of a good holiday and Christmas trade."

"One of the most striking developments is the great improvement that has come about in the South, due to the rise in cotton prices. The good effects of this boom will not be confined to the Southern states, but will be reflected in other districts."

FUND FOR FRENCH ORPHANS

The generous contribution of over 14,000 francs to the fund for the relief of war widows and orphans in the region of Grasse, France, by the American essential oil and perfumery industries in response to the appeal by Ungerer & Co., which is reported in detail on page 333, is another evidence of the genuine mutual interest and sympathy that exists throughout these industries in all parts of the world,

MERCHANTS' ASSOCIATION YEAR BOOK

The 1921 Year Book of the New York Merchants' Association, which has just been received, gives an outline of what has been accomplished by this useful and energetic body in promoting the trade and welfare of the metropolis. The objects of the association are commendable and merchants not now members would do well to get interested. Among the 6,764 members are the following:

Perfumes and Toilet Preparations.—Harriet Hubbard Ayer, Inc., Charles Baez, A. Bourjois & Co., Inc., Colgate & Co., Daggett & Ramsdell, F. T. Hopkins & Son, Richard Hudnut, Lanman & Kemp, Lehn & Fink, B. E. Levy, Maurice Levy, Louis K. Liggett Co., McKesson & Robbins, Solon Palmer, Parfumerie Ed Finaud, Parke, Davis & Co., Sydney Ross Co., Charles C. Sargent, Schieffelin & Co., Julius Schmid, Inc., Alfred H. Smith Co., Talcum Puff Co., A. A. Vantine & Co., V. Vivaudou, Inc., Frank M. Prindle & Co., M. Stein Cosmetic Co., Northam Warren Corporation, J. R. Watkins Co., Inc., Roger & Gallet (Paul L. Depland).

Soap.—B. T. Babbitt, Inc., Walter Janvier, Inc., Packer Mfg. Co., Procter & Gamble Distributing Co., John T. Stanley, Kirkman & Son, Bon Ami Co., Inc.

Soap Materials.—Welch, Holme & Clark Co., Marx & Rawolle, Philippine Vegetable Oil Co., P. C. Tomson & Co., J. C. Francesconi & Co., Sloan & Russell, Inc., Spencer Kellogg & Sons, Inc., E. N. Hall, Eastern Potash Co., George E. Sherman Co., Fiske Bros. Refining Co., Stevens Grease & Oil Co.

Essential Oils.—W. J. Bush & Co., Inc., Dodge & Olcott Co., Elson & Brewer, Fritzsche Brothers, Inc., August Giese & Son, Heine & Co., George Lueders & Co., Julian W. Lyon & Co., Morana Incorporated, National Aniline & Chemical Co., Magnus, Mabee & Reynard, Inc., Pfaltz & Bauer, Rockhill & Vietor, Inc., Ungerer & Co.

Talc.—Binney & Smith Co., Katzenbach & Bullock, Whittaker, Clark & Daniels, Hammill & Gillespie.

Vanilla Beans.—Thurston & Braidich.

Adhesives.—Arabol Manufacturing Co.

Cans, Tubes and Other Containers.—American Can Co., White Metal Manufacturing Co., Metal Package Corp., Atlantic Can Co., Scoville Mfg. Co., Brass Goods Mfg. Co., Robert Gair Co.

Paper.—Bendix Paper Co., Domestic Mills Paper Co., Louis De Jonge & Co.

Lithographing.—Geo. Schmitt & Co., Inc.

Seals.—Dennison Mfg. Co.

Leather Goods.—Crouch & Fitzgerald.

Drugs and Chemicals.—Chemical Company of America, H. J. Baker & Bro., Hooker Electrochemical Co., Innis, Speiden & Co., Grasselli Chemical Co., General Chemical Co., National Aniline & Chemical Co., Inc., Pacific Coast Borax Co., Roessler & Hasslacher Chemical Co., H. R. Lathrop & Co., Inc., Monsanto Chemical Works, Frederick Boehm, Ltd., E. Fougere & Co., Charles F. Garrigues Co.

Importers Toilet Articles.—Geo. E. Evans Co., Kyoto Mfg. & Trading Co., E. Dupont & Cie. (F. E. O'Callaghan).

Toilet Trade Articles and Materials.—F. R. Arnold & Co., American Sponge & Chamois Co., Frederick H. Cone & Co., Florence Mfg. Co., Holton & Adams, Henry L. Hughes Co., Inc.

Dentifrices.—I. W. Lyon & Sons, Inc.

Bottles.—Whitall-Tatum Co., Illinois Glass Co.

Alcohol.—U. S. Industrial Alcohol Co.

Flavoring Extracts.—E. R. Durkee & Co.

OUR ADVERTISERS

THE BAXTER PAPER BOX CO.

Manufacturers of First Quality Paper Boxes.

BRUNSWICK, MAINE

AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,

14 Cliff street, New York.

Gentlemen: We offer you our congratulations for the success of your publication and our thanks for the assistance it has been to us.

We have often been able to trace contracts secured, to our advertising in the AMERICAN PERFUMER.

We wish you continued success, and hope our capacities may increase to warrant greater advertising with you.

Very truly yours,

THE BAXTER PAPER BOX CO.

Arthur F. Brown, Manager.

Bakers' and Confectioners' Supplies.—Wood & Selick, Inc., Charles J. Stevenot & Co., Inc., Magnus, Mabee & Reynard, Wm. H. Baker, Inc.

Disinfectants.—West Disinfectant Co.

GOOD WILL ALWAYS A LASTING ASSET

In a talk to insurance men William B. Joyce, president of the National Surety Company, included the following sound and convincing statement of fact:

"Good will" is one of the most valuable assets of any business institution, be it a surety company, an insurance agency or the business of a broker. It is like character in that it takes time for it to become firmly established. Once established it withstands hard knocks from the outside and can be disintegrated only from the inside.

"How many men now of middle age still have a lingering belief that no other cutlery ever was made which equaled the 'IXL' knives which they owned when they were boys? Other makes may be as good or better, but it is a tedious process to try to uproot firm beliefs. By integrity, square dealing and good service any company or agent or broker can in time fix in the minds of a certain number of people the belief that none other is better, if as good, and when that opinion is fixed those customers are likely to remain."

AMERICAN BRUSH MANUFACTURERS

The recent semi-annual session of the American Brush Manufacturers' Association showed an addition of thirty-three new members in the six months, making the total membership as follows: Active, 98; associate, 54. There were seventy-five present at the meeting, which was held in the Pennsylvania Hotel, with the president, William Cords, presiding. The association endorsed the American valuation plan. It was reported that retail stocks of brushes were below normal and that sizable orders were being received daily by the manufacturers. A feeling of optimism was noticeable among the members. The fifth annual meeting will be held in Atlantic City, February 22 and 23, 1922.

From an Appreciative Subscriber

(From Jewett Manufacturing Co., dealers in Staple and Quick Selling Agents' Goods, Milton Junction, Wis.)

We desire to say that we appreciate your publication very much, and herewith enclose draft for \$2 for our subscription for another year.

ALCOHOL, TAX AND TARIFF SITUATION AT WASHINGTON

WASHINGTON, Oct. 20.—Some days ago word went out to the country through the public press and otherwise that the Senate Finance Committee in reconsidering the revenue bill had removed the taxes on perfumes and cosmetics. This information was not correct. The Finance Committee has removed the taxes on toilet soaps and soap powders, tooth and mouth washes, dentifrices, tooth pastes and toilet powders.

In justice to the Washington newspaper correspondents, it must be said that the mistake was not on their part. A custom has grown up since the revenue bill has been in the Senate for the newspaper correspondents to see Senator Penrose, chairman of the Finance Committee, at least once a day regarding the progress of the bill both in the committee and on the floor of the Upper House. At this time both Senator Penrose and experts of the committee explain to the newspaper men what has transpired during the day. Some days ago the definite statement was made by experts of the committee that the perfume and cosmetic tax had been removed by the committee. A correction was made a day or so afterwards, but in the meantime the original story had gone out to the country.

The Finance Committee has stricken out of the bill entirely "toilet soaps and soap powders, 3 per centum," so that there is now no tax on soaps and soap powders as the bill stands on the floor of the Senate.

The committee also took the tax off of "tooth and mouth washes, dentifrices, tooth pastes and toilet powders (other than soap powders)." That section of the bill as recommended by the committee and as it now stands on the floor of the Senate reads as follows:

"(22) Perfumes, essences, extracts, toilet waters, cosmetics, petroleum jellies, hair oils, pomades, hair dressings, hair restoratives, hair dyes, aromatic cachous, or any other substance, article, or preparation, by whatsoever name known or distinguished, any of the above which are used or applied or intended to be used or applied for toilet purposes, except tooth and mouth washes, dentifrices, tooth pastes, and toilet powders, 4 per centum."

The committee estimates the losses in revenue for a 12-month period on toilet soaps and soap powders in removing the tax of \$2,000,000 and in removing the tax on tooth and mouth washes, etc., a loss of \$3,000,000 for the 12-month period.

The committee also took action a few days ago on the alcohol tax increasing the tax on distilled spirits to \$6.40 a gallon with the proviso that a rebate of \$4.20 a gallon be made by the Treasury Department whenever it is shown to the satisfaction of the Commissioner of Internal Revenue that the spirits have been used for manufacturing or medicinal purposes. There is bound to be a fight on the floor of the Senate on this recommendation and protests are flooding the committee from alcohol using industries.

In connection with the perfume and cosmetic taxes, a meeting was held in Washington on September 28, 29 and 30 by the Manufacturing Perfumers' Association, when some 60 members attended and did a great deal of good work in talking to their various Senators regarding the removing of the toilet water, perfumery, soap and soap powder taxes and others which were at that time contained in the Senate bill.

It is understood at that time that a canvass of the Upper House showed that a decided majority were opposed to

such special taxes, and it was thought that even with the recommendation of the Finance Committee that the taxes could be removed on the floor of the Senate. The hope now is that this can be done. If this should fail the perfumers still have a chance to have the tax removed when the bill goes to conference, because it will be remembered that as the bill passed the House it contained no taxes on either perfumes or cosmetics or any of these other items. As a matter of fact it is understood that an amendment will be offered on the floor of the Senate repealing the perfume and cosmetic taxes along with these other so-called nuisance taxes. At the time of this writing of course, the Senate has not voted on these amendments.

The Senate has adopted committee amendments to the beverage tax provision of the bill, including amendments providing for manufacturers' taxes of 2 cents per gallon on cereal beverages, still drinks and unfermented fruit juices; 7½ cents per gallon finished fountain syrups and 5 cents per pound on carbonic acid gas.

Senator Smith, of South Carolina, suggested that certain soft drinks were subjected to discriminatory taxes under the revenue bill, but this was denied by Senator Smoot, who explained that instead the Finance Committee had equalized these taxes on various kinds of soft drinks and fountain syrups.

Senator Penrose expects the revenue tax bill will be passed next week.

An amendment to the revenue bill has been introduced by Senator Frelinghuysen of New Jersey, in connection with the tax on toilet preparations of a certain kind. The amendment is to follow the perfumery and toilet section and reads as follows:

"Provided, That any substance, article, or preparation utilizable for toilet purposes, and which is sold at wholesale at \$10 per gross or less, shall not be subject to this tax."

PROTEST AGAINST TAX ON DISTILLED SPIRITS

A protest has been filed with the Senate Finance Committee on the proposed taxes on distilled spirits by William L. Crounse on behalf of a number of the Manufacturing Perfumers' Association and national trade associations and scientific societies. The protest is as follows:

"As I am convinced that the advocates of the proposal to increase the tax on distilled spirits to \$6.40 per gallon with a rebate of \$4.20 on spirits legitimately used are laboring under a serious misapprehension, first, that there is a steady current increase in the withdrawal of distilled spirits for illegitimate use, and, second, that the proposition to fix the tax at \$6.40 with rebate would produce considerable revenue, I beg to call your attention to certain facts which, I feel sure, will correct any false impression you may have on this subject.

"I am confident that in bringing forward this amendment to the Internal Revenue Revision bill, the Finance Committee is unduly influenced by representations that have been made concerning the alleged diversion to unlawful purposes during the past year of large quantities of alcohol tax-paid at the non-beverage rate.

"Exaggerated and erroneous statements concerning such withdrawals have recently been widely circulated. It is true that early in the current calendar year and during the latter part of the year 1920, large amounts of alcohol paying the non-beverage tax were diverted to beverage use, but this was due almost entirely to the fact that thousands

of persons were granted permits to use alcohol who were not entitled thereto and who would never have received such permits had they been properly investigated by the Prohibition Commissioner's office.

"It is a matter of official record in the testimony of former Prohibition Commissioner John F. Kramer, before the House and Senate Judiciary Committee, that of the 75,000 permits issued in 1920 for the sale and use of alcohol, no less than 15,000 were granted to persons who, prior to the taking effect of the National Prohibition Law, had never engaged in any line of business in which alcohol was employed. These parties obtained permits for the purpose of exploiting the prohibition law, and they are responsible for the diversions of which so much complaint is made.

"It is now officially stated that practically all of these improperly used permits have been revoked and that the diversion of non-beverage alcohol to unlawful use has been substantially reduced, if not entirely stopped. The official statistics show that the withdrawals of non-beverage alcohol in July, 1920, amounted to 4,072,029 gallons and for August but 2,349,508 gallons. This reduction of nearly 50 percent undoubtedly reflects the revocation of thousands of improperly issued permits. This abuse, therefore, has been very effectively remedied.

"As to the possibility that the Government would derive any revenue under the proposed \$6.40 and rebate plan, it can be shown to be a mathematical certainty that aside from the small sum that would be received during the first fiscal quarter, under the proposed law, not a dollar of revenue would be obtained, to say nothing of the enormous expense that would be necessary to operate the proposed re-funding machinery.

"Before it would be possible for any person desiring to obtain alcohol for illegitimate purposes to procure a single gallon, he would be obliged to obtain a basic permit or license from the Prohibition Commissioner, after subjecting himself and his business to close scrutiny. He would then have to give a bond in double the amount of the tax on the alcohol to be secured by him in any 90 day period. Following this he would be obliged to make a formal requisition for the alcohol desired, which requisition would have to be approved by the local Prohibition Director, who would be in a position to investigate his operations with absolute thoroughness.

"Should his application be approved and the alcohol be withdrawn by him it would be charged to his account and would stand as a debit against him on the Prohibition Commissioners' books until he perfected his rebate claim by proof of legitimate use. Should he elect to sacrifice his rebate, or fail to present satisfactory proof of legitimate use, the Commissioner would refuse to permit him to withdraw any more alcohol, would cancel his basic permit or licenses, would forfeit his bond, and would be justified in prosecuting him criminally for diverting distilled spirits to beverage purposes. Under the existing law, requisitions for alcohol presented by legitimate manufacturers and dealers are being daily held up on the merest suspicion of irregularity and the approval necessary to further withdrawals is invariably withheld until satisfactory explanation is made.

"It will be seen, therefore, that while the Government might obtain a small amount of revenue from the original withdrawals of parties diverting distilled spirits to beverage uses, it would be impossible for such parties thereafter to obtain a single additional ounce of alcohol. If this were not true, the Federal Government would put itself in the position of making a dead-letter of the prohibition law by inviting all comers to withdraw distilled spirits on payment of the \$6.40 tax and encouraging them to divert the spirits to beverage purposes in order that the United States Treasury might share in the proceeds of a nefarious traffic.

"It is respectfully submitted that there is no escape from the conclusions above set forth."

The National Wholesale Grocers' Association has called attention to the unnecessary additional burden this measure would impose on wholesale grocers or merchants who manufacture flavoring extracts for legitimate food flavoring purposes, tying up valuable funds and complicating business generally. In addition, this measure would inevitably increase the cost of manufacturing these products and conse-

quently increase the price thereof to the consumer. It would serve no useful purpose and would add to the difficulties now existing.

Protests also have been filed in behalf of the Flavoring Extract Manufacturers' Association and the National Manufacturers of Soda Water Flavors.

STRONG PROTEST ON BEHALF OF CHEMICAL SOCIETY

Dr. John E. Teeple, chairman of the New York section of the American Chemical Society and president of the New York Chemists' Club, has sent a letter to Senator Penrose, chairman of the Finance Committee, protesting against the proposed "penalty tax" on non-beverage alcohol and pointing out that it will drive manufacturers out of the country and make the United States dependent on foreign medicines, foods and alcohols.

Dr. Teeple characterizes the rebate feature of the bill as vicious. "The provision that a rebate of \$4.20 a gallon on the tax of \$6.40 shall be allowed whenever it may be shown to the satisfaction of the Commissioner of Internal Revenue that the alcohol has been used for manufacturing or medicinal purposes," he says, "will inevitably lead to new crimes and perjuries by bootleggers and will penalize the honest purchaser."

The proposed tax, Dr. Teeple points out, is \$4.20 per "proof gallon" added to the existing rate of \$2.20 per "proof gallon." This amounts to \$12.16 on the ordinary United States gallon, he says, or a tax of 3,288 per cent on the present cost of alcohol. The rebate provision allows the return of the \$4.20 tax.

"The honest manufacturer will find his capital tied up interminably before he is able to obtain the rebate," Dr. Teeple says in his letter, "while the dishonest bootlegger will pass the tax along to his customers and will later endeavor to defraud the Government into rebating the excess to him on the ground that the spirits were used in a legitimate industry."

Based upon a report of the Commissioner of Internal Revenue for the nine months ended March 31, 1921, it is estimated that the proposed amendment will tie up for perhaps a year \$168,052,528 of much needed working capital of manufacturers. This is a staggering burden to contemplate. It will also tend to reduce production, cause more unemployment, while adding new and heavy burdens upon consumers.

"How can the rebate, even though it be finally obtained by the manufacturer, ever reach the thousands of patients who have purchased these preparations in small quantities at excessive prices? It is impossible. The general public will have to pay this tax and will never receive the proposed rebate."

DELAY IN THE MORANA SUIT.

A third delay has been caused in the case of Morana Incorporated, of New York, protesting against the limitation of the importation of vanillin by the Dye and Chemical Control Section of the Customs Service. The case was supposed to have been heard before the court on October 14, but owing to the fact that it was not reached on the court's docket, the case was delayed until October 21.

Secretary Mellon has filed the answer of the Government to the Morana complaint in which he says that the statement that the American products are too high in price is a mistake and he submits to the court a copy of the hearing on the application and its refusal in which one American manufacturer quoted Morana a price of 47 and 48½ cents an ounce for vanillin in carload lots, a quotation which the Secretary claims does away with the necessity of importing a foreign product at fifty cents an ounce or more. It is set forth by the Secretary that the Morana concern has not a just cause for complaint and does not need to import vanillin or coumarin. The court is accordingly asked to dismiss the petition for the writ.

GOVERNMENT WINS POINT IN PERMIT SUIT.

The Supreme Court of the District of Columbia has handed down a decision in favor of the Government

in connection with the attack made against the Dye and Chemical Control Section of the Customs Service by the Commercial Solvents Company of Baltimore.

It will be remembered that the Dye and Chemical Control Section of the Customs Service did away with permits for the importation of fusel oil and when this was done the Commercial Solvents Company filed a suit of injunction in the Supreme Court of the District of Columbia against the Secretary of the Treasury. An argument was held in the case on Monday at which time the Attorney for the Government held that the Court did not have jurisdiction. This was held to be correct. It has not yet been decided by the complainants whether or not they will appeal the case.

MISLEADING ADVERTISING ALLEGED.

The Federal Trade Commission has issued a formal complaint against Louis K. Liggett Company. The complaint charges false and misleading advertising in the sale of combs and other articles made of nitrated cellulose, a compound known commercially as pyralin. The complaint alleges that the combs mentioned were displayed in one of the stores of the Liggett Company in Washington with placards containing the legend, "Special. Good Ivory Combs, 49 cents" and that in other stores operated by the respondent in Washington similar combs were displayed in trays inside the stores with placards containing the legend, "Excellent Pyralin Ivory Combs, for 49 cents." It is also declared in the complaint that the articles referred to in those advertisements and described as "pyralin ivory" are of a color resembling ivory and therefore led purchasers to believe that they were made of ivory.

FUSEL OIL NOT SYNTHETIC ORGANIC CHEMICAL

The Treasury Department has declared that fusel oil is not a synthetic organic chemical. The Secretary of the Treasury has issued the following announcement in this connection:

"For the purpose of administering Section 501-a Title V of the Act approved May 27, 1921, fusel oil shall not be considered to be a synthetic organic chemical within the meaning of the act. Permits from the Department are not required to allow the release of this commodity from Customs custody."

DRAWBACK GRANTED ON ESSENTIAL OILS

The Treasury Department has announced an allowance of drawback on natural and synthetic essential oils, compounds and aromatic chemicals manufactured by Fritzsche Brothers, Inc., of New York City, or for their account by the Clifton Chemical Laboratories of Passaic, N. J., with the use of imported essential oils, synthetic flower oils, aromatic chemical preparations, etc., by filtering, combing, blending, rectifying, distilling or similar processes.

EMERGENCY TARIFF BILL EXTENDED

The House after a one day debate passed the emergency tariff bill on October 18 which provides for the extension of the bill from November 27 until February 1, 1922. The bill as it passed provides also for the continuation of the Dye and Chemical Control Section of the Customs Service. Practically no opposition was made on the dye proposal as the bill passed the House.

Hearings before the Senate Finance Committee on the Tariff bill will be resumed November 1. The agricultural schedule will be considered first.

DENTAL TRADE COMPLAINT DISMISSED

The case of the American Dental Trade Association, the Retail Dental Dealers' Association and the Dental Manufacturers' Club of America, in Docket 399, has been dismissed by the Federal Trade Commission without prejudice.

AROMA CLUB SENDS PROTEST

A vigorous protest against the proposed manufacturers' tax of four per cent on toilet preparations was made by the Aroma Club at its first Autumn meeting in Browne's Chop House, New York, September 28.

The protest was voiced in the following telegram which was sent to Senators Boise, Penrose, William M. Calder,

Reed Smoot and James W. Wadsworth, Jr.: "The Aroma Club of New York representing manufacturers of toilet preparations at a regular meeting held here today passed a resolution as follows: *Resolved*: We protest vigorously against the imposition of a four per cent manufacturers' tax on toilet preparations on the ground that it is unjust and perilously close to class legislation."

Each member present also agreed to voice an individual protest against the proposed tax in a special letter to the Senate Finance Committee.

Richard E. LaBarre, president of the Oxzyn Co., J. Rouss and L. A. Van Dyk were among the speakers who discussed the proposed measure before it was decided to frame a telegram of protest. All emphasized the fact that perfumes and toilet preparations are necessities and are not luxuries; and that this fact must be driven home to the Senate Finance Committee.

President Edwin Sefton was unable to be present on account of illness and in his place Secretary Joseph Byrne presided. The club held an informal luncheon October 19.

THE FRENCH RELIEF FUND

A most generous response has been made by the American essential oil and perfumery trade to the appeal of Ungerer & Co., importer of essential oils and aromatic chemicals, for donations to the relief fund designed to alleviate the sufferings of the war widows and orphans in the region of Grasse, France. These war waifs are the families of the premier fighting organization of the French army, the heroic Alpine Chasseurs, who earned the sobriquet of the Blue Devils of France.

In making his appeal W. G. Ungerer, president of Ungerer & Co., said: "America has contributed generously to Northern France and Belgium, but it seems to me that Grasse is peculiarly the responsibility of the perfume trade. Seven dollars, insignificant to us, is to these people almost one hundred francs."

Over 15,000 francs already have been sent to Ungerer & Co., for the fund which has been forwarded to Grasse in care of Mr. Pierre Morena, of Hugues Aine, who will appoint a committee of three ladies to supervise the distribution. *La Revue de Grasse* will acknowledge the names of all donors in its columns.

The depth and sincerity of American generosity revealed in the widespread contributions by the perfumery and essential oil trade is attested to through the many well wishers and contributors to the Ungerer fund. The list up to October 15 is:

	Francs
AMERICAN PERFUMER & ESSENTIAL OIL REVIEW....	1,500
Ungerer & Co., New York.....	1,000
Parfumerie Rigaud, New York.....	715
Morana, Inc., New York.....	500
Harriet Hubbard Ayer, New York.....	500
G. A. Pfeiffer (Richard Hudnut), New York.....	500
Geo. Lueders & Co., New York.....	500
Pepsodent Co., Chicago.....	358
Frank M. Prindle, New York.....	285
Compagnie Duval, New York.....	215
F. J. M. Miles (Cheramy), New York.....	200
Geo. Silver (Roure-Bertrand Fils), New York.....	200
Perfumery, Soap & Extract Ass'n., Chicago.....	200
Gilbert Colgate (Colgate & Co.), Jersey City.....	150
Elson & Brewer, New York.....	150
Toilet Requisites, New York.....	150
Compania Nacional de Perfumeria, Havana, Cuba.....	150
Edward Trippe (Ungerer & Co.), Philadelphia.....	150
B. H. Westcott (Ungerer & Co.), Buffalo, N. Y.....	150
Chas. S. Berriman (Soap Gazette), New York.....	150
Marinello Co., La Crosse, Wis.....	150
Carr-Lowrey Glass Co., Baltimore.....	150
Solon Palmer, New York.....	150
J. D. Larkin (Larkin Co.), Buffalo, N. Y.....	150
Leigh Chemist, New York.....	150
Bonneur Co., Syracuse, N. Y.....	150

(Continued on page 368)

ISOPROPYL ALCOHOL AND ITS PHYSIOLOGICAL PROPERTIES, FROM THE PERFUMER'S STANDPOINT

By DUDLEY H. GRANT, Chemist, Research Division, Development Department,
Standard Oil Company (N. J.)

During the past year, isopropyl alcohol has come into commerce and is beginning to find use in the perfume and cosmetic industries. All of the isopropyl alcohol produced in this country is a by-product of the petroleum and natural gas industry, and is made by absorbing olefine gases in sulphuric acid, hydrolyzing the alkyl-sulphuric acids formed, distilling, deodorizing and rectifying the resulting alcohol.

Isopropyl alcohol is obtained in the form of a constant-boiling mixture containing 91% by volume of alcohol and 9% of water, boiling at 80.4°C., and having a specific gravity of 0.819 at 15.6°C. By distilling over dehydrating agents, the pure alcohol is obtained boiling at 82.4°C., with a specific gravity of 0.789 at 15.6°C. In this respect it resembles ethyl alcohol, which cannot be rectified above 95% without the use of dehydrating agents.

The isopropyl alcohol now being marketed is a colorless liquid with a characteristic alcoholic odor, different from that of ethyl alcohol, but pleasant and free from the foreign odor of the crude product. It mixes with water in all proportions and dissolves most essential oils and aromatic resins, frequently excelling ethyl alcohol in this respect.

Since the authorization by the U. S. Bureau of Internal Revenue of formulas 39, 39A and 40, for specially denatured alcohol, isopropyl alcohol has been used in considerable quantities as a denaturant, being quite inoffensive, but serving as a "key denaturant" which cannot be separated from the ethyl alcohol by distillation, and therefore betrays the source of potable spirits fraudulently redistilled from the specially denatured alcohol.

Isopropyl alcohol will be very useful, as well, to small perfumers not possessing a permit to use specially denatured alcohol, to those temporarily unable to secure the denatured alcohol, and in cases where an alcohol denatured with brucine, quinine, etc., is undesirable.

A question which arises as soon as a new substance is proposed for cosmetic uses is that of its physiological effects, its possible poisonous or irritating action on the skin and mucous membranes.

In anticipation of the use of isopropyl alcohol in cosmetic and pharmaceutical preparations, two eminent American pharmacologists have recently undertaken carefully controlled experiments on the toxicity of this alcohol.

Dr. David I. Macht, Lecturer on Pharmacology and Therapeutics, Johns Hopkins University, has published¹ a series of experiments which may be summarized as follows:

By intravenous injection, using cats (a method extensively used for the physiological assay of drugs) the lethal dose (that is, the smallest dose regularly causing death) of isopropyl alcohol was compared with that of several other alcohols. This showed that isopropyl alcohol, when injected into the veins, is twice as toxic as ethyl alcohol, four-fifths as toxic as normal propyl alcohol, and only one-

fourth as toxic as benzyl alcohol. Benzyl alcohol, it may be noted, is not only used in perfumes but also in surgery, as a valuable local anesthetic.

Comparative experiments on the action of various alcohols on the isolated hearts of frogs, and on isolated plain muscle (pig's ureter) gave results indicating the same order of toxicity as was shown by intravenous injection.

Finally, rats were exposed to air saturated with the fumes of various alcohols. Methyl alcohol killed them in a day or two, while ethyl and isopropyl alcohols, during several days' exposure, produced no apparent injury. Furthermore, no subsequent blindness nor defects in vision resulted from the isopropyl alcohol inhalation, in contrast to the well-known results of methyl alcohol poisoning.

Dr. Macht also quotes from Efron², who found isopropyl alcohol less depressant to nerve fibers than normal propyl alcohol.

Dr. Macht has subsequently performed a large series of unpublished experiments showing that the minimum lethal dose of isopropyl alcohol taken through the mouth, is, for cats, 6 c.c. per kg., and for dogs, a greater amount. He also tested the effect of isopropyl alcohol on the skin by shaving small areas on the backs of rats, dogs, and rabbits, and rubbing them vigorously with the alcohol daily for two weeks. No toxic or any other symptoms, local or systemic, were noted. There was no interference with the growth of hair, nor was there any pain or irritation of the skin.

Professor R. Burton-Opitz, M.D., Ph.D., Associate Professor of Physiology at Columbia University, has also performed experiments on the toxicity of isopropyl alcohol. Rabbits and dogs kept in air thoroughly charged with the vapor of the alcohol for one hour daily for four successive days suffered no injury but only a slight drowsiness and dizziness, disappearing in a very short time. 50 c.c. of isopropyl alcohol administered by mouth to a 6.5 kg. dog caused symptoms of serious muscular in-coordination and some gastric disturbance. The dog could walk normally the next day, and recovered completely the third day.

Similar results followed administration by stomach tube in amounts of about 10 cc. per kilo. This corresponds to over a pint and a half of pure alcohol for a 150 lb. man. No injurious effects on the vision were noted.

Isopropyl alcohol applied to open wounds in concentrations up to 50% allowed healing by what appeared to be normal granulation. Isopropyl alcohol possesses healing properties similar to those of grain alcohol, as far as this can be tested in dogs.

The effect of injection of 3 cc. quantities of isopropyl and grain (ethyl) alcohol, each in 10, 25, 50, 75 and 100 per cent concentration, into the jugular vein was then tested. Both alcohols in dilutions up to 50% had no noticeable effect. 75% and undiluted alcohol, both isopropyl and ethyl, caused a marked depression in arterial blood pressure, followed by quick return to normal. When the alcohols were instilled into the conjunctival sac (dropping 4-5 drops in the eye) of rabbits and dogs, dilutions up to 50% caused no after-effect, while 75% and undiluted alcohols caused inflammation lasting from several days to two weeks.

¹A Toxicological Study of Some Alcohols, with Especial Reference to Isomers." *Journal of Pharmacology and Experimental Therapeutics*, XVI, 1 (August, 1920).

²"Pflügers Archiv," XXXVI, 467 (1885).

Again the effect of isopropyl alcohol was practically the same as that of grain alcohol.

The experience of the members of this laboratory over the last twenty-one months substantiates, so far as it goes, the findings of the investigators just mentioned. Isopropyl alcohol has been employed, from time to time, in lotions for chapped hands or after shaving, in liniment, in liquid soap, and in antiseptic solutions for the throat. It has often been used undiluted to wash the hands, to disinfect small wounds, and to dry and harden the skin of the hands when swollen by hot water and alkali,—in short, for every purpose for which ethyl alcohol is commonly used. The present writer has repeatedly taken sponge baths, from head to foot, in isopropyl alcohol of about 50% concentration. In no case has any injurious effect been noted.

Large samples of isopropyl alcohol have been distributed, during the past year, to nurses and hospitals, and used for alcohol rubs on a number of patients, under medical supervision. No untoward effects have been reported.

An intensive experiment has just been carried out under the supervision of Dr. J. M. Sinclair of the Medical Department, Bayway Refinery, Standard Oil Company (N. J.). Five members of the staff of this laboratory wore bandages saturated with isopropyl alcohol covering an average area of about 60 sq. in. of the forearm, from three to seven hours daily for four successive days,—a total of twenty-one hours for each man. On the last day, the saturated bandage was covered and enclosed by a sheet of rubber and a dry bandage applied over this, holding it in close contact. This was worn for 5½ hours. No harmful effects, either local or systemic, were experienced.

In THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW for July, 1921 (page 204), appeared an article translated from the German soap-boiler's journal, *Seifensiederzeitung*, entitled "Isopropyl Alcohol. A critical discussion of its manufacture and characteristics, and its use as a scalp, hair and mouth wash," by P. Straszewski, Chemist, Crefeld. This article, which might better be termed speculative than critical, attributes dangerous toxicity to isopropyl alcohol, without adducing a single experimental observation. While it may be true that the properties of German isopropyl alcohol, which is made by the reduction of acetone, are different, because of slight traces of different impurities, from the American isopropyl alcohol obtained, as described above, from petroleum or natural gas, still no reliance can be placed upon the contents of an article not only devoid of experimental basis, but containing a number of obviously fallacious assertions in the field of elementary physiology and therapeutics.

The above summary covers, to the best of the present writer's knowledge, all the clinical data so far available upon the pharmacology of isopropyl alcohol, and seems to establish the sufficiently harmless character, by any reasonable criterion, of isopropyl alcohol for use in perfumery and cosmetic preparations.

File of American Perfumer in Constant Use

From Chernoff Co., Toilet Preparations, 693 Mission street, San Francisco, Cal.; E. V. Robinson.)

We have recommended THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW to a druggist friend of ours, and as we find your magazine so valuable, we cannot part with the current issue or even the back numbers, as we use them for reference. Therefore, we ask you to please send to Mr. P. H. Dentoni, of the Stockton Drug Co., Stockton, Cal., one of your recent editions.

MEDICINAL VALUE OF ESSENTIAL OILS

By R. M. AND J. GATTEFOSSE

The medicinal use of essential oils is by no means a recent feature, since Matthiolus, in commenting on the works of Hippocrates and Æsculapius, states that the aromatic plants are the most active in the treatment of diseases. However, modern therapeutists appear to have given preference to the synthetic products elaborated by chemists, although the latter cannot lay claim to the same complexity and perfection as possessed by natural bodies extracted from plants. Nevertheless, numerous leading medical authorities have already investigated the properties and uses of various essential oils in the treatment of infectious diseases, and recently this question has again been made the subject of extensive studies, particularly by Dr. Bonnaure, Dr. Meurisse, Dr. Lestrat, and Dr. Forgues.

However, what has hitherto baffled investigators has been the very complex constitution of the essential oils, which, in addition to their oxygenate constituents, also contain, in varying proportions, hydrocarbons, possessing a rubefacient action. For instance, how is it possible to apply to a wound an essential oil containing a substance such as limonene, the action of which is to raise a blister on the skin in less than a quarter of an hour? It therefore follows that the first postulate is to isolate the constituents in a pure state, and to investigate their chemical properties. The phenols, although powerful antiseptics, cannot be applied to mucous membranes on account of their caustic effects; on the other hand, the question arises whether the alcohols and oxides (such as eucalyptol) owe their properties to the chemical functions of these compounds, or to the presence of a small amount of terpene, such as aromadendrene, which is apparently the most active constituent of oil of eucalyptus.

All the investigations carried out by us seem to show that eucalyptol, the most extensively used aromatic antiseptic, is one of the least active, and that geraniol, linalol, and their natural esters are infinitely more active. Varennes and Piot have demonstrated that anethol acts as an antiseptic to the respiratory passages, and, while exhibiting a pronounced antiseptic effect, is eliminated by them, and not through the urine. It is evident that a great deal of work has still to be done in investigating essential oils, and in the course of our studies we have already discovered some combinations which have yielded promising results in special cases.

Thus the salvone combination has proved effective in the treatment of influenza and of yellow fever, and has been found to be superior as an antiseptic to eucalyptol, niaouli, etc. Deterpenated oil of lavender (stoechone) has given excellent results in the treatment of atonic ulcers (Dr. Marchand). In afrol, a combination of wild thyme and pine, we have found a valuable remedy for the treatment of foot-and-mouth disease. Wild thyme has for long been in use by peasants in diseases of cattle, but the essential oil of thyme could not be used as such, owing to the caustic action displayed by its content of phenol and terpene.

Treatment with afrol is carried out by washing the feet of the affected cattle a few times with a 20 per cent solution, while a 10 per cent solution is used for cleansing the mouth; for the general disinfection of the farm itself a weak solution, 1.5 per cent, is sufficient to arrest the further progress of the epidemic.

It is imperative that the scientists of all countries should collaborate in this field of research, and make the results achieved more widely known. Our own laboratories are pursuing these investigations with the utmost zeal, and those medical men who are collaborating with us are highly satisfied with the results so far obtained. We shall be pleased to enter into relations with any association wishing to pursue the same line of research work.—London Chemist & Druggist.

DECISIONS ON TRADE MARK RIGHTS OF IMPORTERS

A number of decisions have been rendered lately by the Courts and the Patent Office relative to the trade mark rights of importers and a late decision of the Commissioner of Patents further extends the decisions regarding this matter.

In the case under consideration, Lehn & Fink were, for a number of years, the United States agents of P. Beiersdorf & Co., manufacturers of the tooth paste known in the trade as "Pebeco."

P. Beiersdorf & Co. trade mark registered this name under date of April 2, 1907.

In March, 1919, the Alien Property Custodian seized the trade mark and the business of P. Beiersdorf & Co. in the United States and, in April, 1919, said trade mark and the business were sold by the Alien Property Custodian to Lehn & Fink and, by an assignment in writing, recorded in the Patent Office, Lehn & Fink became owner of the trade mark and the business of P. Beiersdorf & Co.

Thereupon, Lehn & Fink filed a new trade mark application for this trade name in their own name and P. Beiersdorf & Co. opposed this registration for the word "Pebeco."

The Commissioner of Patents, in considering the opposition, reviewed the case from a number of interesting viewpoints and, as a result, has held that Lehn & Fink have no right to re-register the trade-mark.

The following transcripts from the decision of the Commissioner of Patents will be of interest to importers:

"For the purposes of this case opposer admits that the seizure was legal and the sale was properly made and consummated. It is urged, however, that applicant is not entitled to reregister the mark in its own name for the reason that such registration may injure the reputation of opposer. It is stated that opposer has registered the mark in practically every country that has a trade mark law; that opposer's business is international, and that visitors to the United States will be deceived into purchasing applicant's goods in the belief that they are purchasing the same goods as opposer sells under the mark in their home countries. This, and the other arguments depending thereon are not sufficient to support the opposition.

"The court of appeals has indicated that the redress accorded in opposition proceedings rests fundamentally upon the right of a person to be protected in the reputation and good-will of his business. The assignment having been made, it would seem that the entire reputation and good-will of the business in the United States rests with applicant here, and we should not be concerned with fine spun theories of putative damage to opposer's business or good-will in other parts of the world. If such damage arises, it will be caused, not by the registration now of the trade mark, but by the transfer of the trade mark and the business in the United States.

"It is suggested that the mark is made up of the initials of opposer thus: 'P. B. Co.' and consequently the mark should not be registered to applicant. This seems to be sufficiently met by the suggestion that the word made from spelled out initials is not the name of opposer and that applicant is here claiming the mark through a transfer of opposer's business.

"Opposer argues that applicant has changed the composition of the tooth-paste and so has changed the goods from what the mark originally indicated to the detriment of the

international reputation of 'Pebeco,' but this is not pleaded or proven, and so need not be considered.

"These matters, however, become of little moment, as opposer urges that—

"under the existing Beiersdorf United States registration and the assignment thereof by the Alien Property Custodian, Lehn & Fink are vested with every right that is afforded by the trade-mark law of the United States. There is not a single provision of the law the benefits of which would be denied to Lehn & Fink, assuming the assignment to be valid, merely because Lehn & Fink's title was acquired by assignment rather than founded on a registration taken out by Lehn & Fink.

"and further that—

"there is no authority, however, which authorizes such re-registration merely as a matter of whim or desire or where no good or sufficient reasons are shown to justify the same.

"*Ex parte Shinola Company* (177 O. G., 524) is cited as authority for the reregistration of the trade mark by the applicant. That case indicates that such reregistration may occur 'where good and sufficient reasons are shown to justify the same.' The reasoning there seems to be based on the theory that in order to obtain trade mark registration in foreign countries, such reregistration was necessary. Applicant has not cited and I am unable to find any single country of which this is true, and, moreover, in the present case it seems clear that Beiersdorf has the mark already registered throughout the world and applicant's right is limited to the United States.

Applicant intimates an assignee of a trade mark has the absolute right to reregister the same, notwithstanding the guarded statement in the *Shinola* case. Applicant in its brief, however, urges reasons for its reregistration. It is more convenient to prove title if a suit should be necessary if the mark is registered in its own name. This is too trivial to outweigh the corresponding inconvenience to the public of having two co-existing registrations for the same mark. Applicant urges its desire to file copies of its registration with the collectors of customs to exclude goods made by opposer or some other and bearing the trade mark in question. It seems, however, that this can be accomplished by filing in the Treasury Department the existing registration, together with the transfer thereof. Applicant further alleges that it 'does not know whether the 1907 registration is valid.' It would seem, however, that applicant must be fairly satisfied of this fact, since the annual report of the Federal Trade Commission for the year ending June 30, 1920, indicates that applicant had paid a royalty of \$300,000 a year and on the purchase of the mark, paid \$1,000,000. Applicant might have applied for cancellation under Section 13 of the statute.

"I am unable, however, to find in the trade mark statutes any authority for reregistering a trade mark merely because there has been a change in ownership. Section 12 of the act of 1905 provides that the certificate shall remain in force for twenty years. Section 10 provides for the assignment of a registered mark. Section 12 provides for the renewal of a certificate of registration upon request of the registrant—

"or transferred of record in the Patent Office, and such request may be made at any time not more than six months prior to the expiration of the period for which the certificates of registration were issued or renewed.

"It seems clear from this that Congress intended in this act to provide for but a single registration of a trade mark. Congress has provided for a definite procedure when the trade mark is assigned or transferred, and it would seem that the office has exhausted its authority under the statute

OCTOBER REPORT ON GRASSE FLORAL PRODUCTS

(From Our Own Correspondent)

Orange

GRASSE, France, Oct. 1.—A small volume of business is being done in all products derived from orange flowers. The demand cannot really be called very important, but as the stocks have been very much reduced, the present market prices will be maintained until the next harvest. Neroli oil alone might decline a little along about February or March,—that is to say, unless there should happen to be a strong revival of business between now and that time.

Rose

All of the products derived from the rose are in fairly active demand. The buyers are not making heavy purchases, as they fear a decline; but the volume of small orders represents interesting quantities, and the stocks manufactured last May are being exhausted little by little.

Jasmin

The harvest is approaching the end. While the atmospheric conditions seemed to favor the blooming of the jasmin flowers and give promise of an entirely normal crop, the lack of rain and the great heat which has prevailed have favored the growth and very rapid development of a parasite called "Ver du jasmin" (Jasmin worm); and since September 15 this parasite, which eats all of the flower buds of the jasmin before they open, has caused enormous damage to the crop. It can now be said that the 1921 harvest will be at least 30 per cent below the normal yield. If there had been left over some rather important stocks from the 1920 harvest that have not yet been sold, the quantities produced this year would certainly be insufficient to meet the world-wide consumption of the article.

Tuberose

The harvest of this flower has not turned out very well this year. There can be no hope of a decline for the consumers of the products derived from this flower, as the stocks are very low, and the flowers will bring very high prices this year yet.

Reseda

This flower has been handled mostly by a producers' cooperative association (*Cooperative de Producteurs*) which has some very important stocks at the present time which it is unable to dispose of. This is a product which the consumers are neglecting more and more, and with the best of reasons, too, if the Cooperative intends to maintain high prices.

Lavender and Aspic

The Lavender Congress and Fair which has just been held at Digne (in the Lower Alps), has yielded no other results in the way of business transactions than what the organizers had already anticipated and discounted. The Congress, which was presided over by Mr. Honnorat, Deputy from the Lower Alps, was held in the Municipal Theatre of Digne. Some technical reports were read during the meeting and various persons took the floor and spoke, either with regard to maintaining the normal prices for the oils of lavender and aspic, or concerning a reduction in the price which, from their point of view, would encourage the buyers, who have held off from purchasing, to resume the manufacture of products with a lavender base.

Nothing of importance resulted from this Congress, as it consisted of sellers and buyers whose interests were diametrically opposed to each other, and everyone sought to maintain his own standpoint.

Everything else to the contrary notwithstanding, the market prices continue subject to the law of supply and demand. There are still some rather important stocks of 1920 left over, and although hardly one-half of the plants

have been distilled this year, the buyers can easily fill their requirements, and in any quantity.

It is quite possible that by reason of the present high prices for certain oils closely approaching the lavender in the manufacture of soaps, for instance (such as geranium, bergamot, rose wood, etc.), the buyers may decide to return to the use of the oil of lavender, which, in comparison with the prices of the other products, is actually the cheapest oil at the present time. If one considers that the exchange rate is such as to enable overseas purchasers to obtain the lavender oils at one-half of the prices ruling in France, it is no longer possible to hope for still lower prices; for if this should come about it would mean the definitive abandoning of lavender culture, because on account of the high cost of labor there would no longer be a normal profit in the business for the producers.

As regards the exportation of lavender to America—it is hoped that when the law revising the customs tariffs shall have been passed some important transactions can be effected, for it appears only logical that the American purchasers should wait until the result is known, before laying in their supplies.

The market prices continue unchanged for all the oils of lavender; there has been neither an upward nor a declining tendency.

Rosemary and Thyme

There has been no change in this respect since we made our September report. The stocks are becoming exhausted, and as the last distillations yielded little or nothing, no decline can be expected in these two oils.

African Geranium

It is just as I had forecast in my September report,—namely, that a rise was to be feared in the oil of Algerian geranium. The several thousand kilograms which represented the stocks at the original source have been bought up by French concerns, so that there is now no more available in Algeria.

Bourbon Geranium

The stocks available in France have been very much reduced, and the prices have also gone up considerably. The exporters of La Reunion have trouble in meeting the requirements made upon them, and all indications point to a further rise, especially in view of the scarcity of the African geranium.

Palmarosa

The price of this oil is always maintained very firm, and the market rates follow those of the different geraniums.

Summary

A resumption of transactions is to be noted, especially in England and Germany. Some products have risen very much, as the available stocks were very low and the few purchases made caused a complete liquidation.

The present prices for all the flower products or the essential oils seem to have struck the bottom level, for by reason of the dullness prevailing in all markets, the distillers were in a position to produce at the lowest possible prices; so now if the present prices should prove to be still too high for the consumers, production will be abandoned, as it would no longer be possible to produce on account of the expenses which cannot be avoided nowadays.

Just as soon as the new customs duties shall have become known to the American perfumers, it is possible that there may be a speeding up of the importations of raw materials for perfumery into the United States. At the present moment one can certainly foresee a resumption of transactions, inasmuch as the stocks of certain products indispensable in the perfumery industry are very low.

when it follows the procedure laid down in the statute. Applicant has followed the statute in recording in the Patent Office a transfer of the mark, and by such act it has

procured every right which the statute can give it. For this reason we must grant opposer's prayer that the application for registration be denied."

USE OF MAGNESIUM CARBONATE AS A CLARIFYING AGENT

Light magnesium carbonate (*magnesia alba*) has, of course long been used for the purpose of clarifying liquids, but the great variety of products to which it is conveniently applicable has perhaps hardly been sufficiently realized when it is mentioned that these include flavoring extracts, tinctures, perfumes, essential oils, hair tonics and other cosmetic preparations, proprietary and patent medicines, medicinal alcoholic liquors and pharmaceutical preparations, and a great variety of operations in pharmaceutical and chemical laboratories. Clarifiers have been placed on the market and sold at high prices, which were found on analysis to consist principally of magnesium carbonate, with, perhaps, additions of bone black or some other form of charcoal. Such clarifying agents have, of course, no advantage over magnesium carbonate for the same purpose, except the larger profit they give their manufacturer.

The properties of light magnesium carbonate are quite unique. It is a very bulky, white, inert powder, whose particles are extremely finely divided, averaging usually about 1 micron in diameter (a micron is one-thousandth millimeter or one-twenty-five-thousandth inch). These microscopic crystals have a very soft, smooth texture. Their composition is ordinarily assumed to correspond to the chemical formula: $4 \text{MgCO}_3 \cdot \text{Mg}(\text{OH})_2 \cdot 5 \text{H}_2\text{O}$ (4 parts magnesium carbonate, 1 part magnesium hydroxide and 5 parts water); but this will vary with the method of manufacture, and samples of this product manufactured on a large scale in this country, by boiling a solution of magnesium bicarbonate, have been found to correspond more nearly to such a composition as that represented by: $11 \text{MgCO}_3 \cdot 3 \text{Mg}(\text{OH})_2 \cdot 11 \text{H}_2\text{O}$, probably being composed of a mixture of magnesium carbonates of simpler molecular formulas.

Light magnesium carbonate has an absolute specific gravity of only 2.18, referred to the density of water, and is, therefore, one of the lightest of mineral products, but further than this it crystallizes in such a bulky snow-flake like form that the powder encloses about 7 times its own volume of air, so that it weighs only about 90 grams per liter, or 5.5 pounds per cubic foot. This lightness is of great assistance in enabling the powder to remain suspended in a liquid in which it is being used as a clarifier.

Magnesium carbonate is quite insoluble in water, only about 0.035 gram of the oxide dissolving in a liter of water. This amount is so small as to be absolutely negligible with regard to its physiological effect, or to any effect upon the qualities of the product being clarified. Magnesium carbonate does not impart any taste or odor to the liquid in which it is used. However, the carbonate cannot be used in the clarification of any product containing acids, as these will, of course, dissolve the powder, liberating carbon dioxide gas. In such a case, the liquid may be clarified by the use of *magnesia* before the addition of the acid to the product, as, for example, in the case of flavoring extracts for soft drinks to which phosphoric or citric acid is added.

The value of magnesium carbonate as a clarifying agent appears to depend principally upon its absorbent power. In the preparation of perfumes, flavoring extracts, hair tonics, and proprietary medicines, it is often necessary to

use solutions in alcohol, or in mixtures of alcohol and water, or such natural products as essential oils, resins or gums, as well as tinctures of various parts of plants, including leaves, roots, bark, flowers and fruit, and these solutions are nearly always cloudy or lacking in brilliance, owing to organic or inorganic impurities which they contain, often of a colloidal nature, suspended in the liquid. It has always been a requirement of alcoholic beverages that they should be clear, sparkling and brilliant, and this applies in nearly the same degree to perfumes, flavoring extracts, hair preparations and proprietary medicines.

The purely mechanical dirt and impurities suspended in these solutions may easily be removed by simple filtration, but this is not true of the resinous or oily colloidal impurities. When magnesium carbonate powder is suspended in a liquid of this type it has the property of absorbing or agglutinating a large part of these colloidal impurities, so that they may be removed by filtration. Magnesium carbonate has also the property of breaking up emulsions of oils in water, due apparently to its greater absorption power for the oil than for the water, and this enables it to clarify solutions in which the cloudiness or lack of brilliancy is due to the presence of emulsified oils.

A limited amount of the color of tinctures and other preparations, whose excessive coloring is due to colloidal resinous substances, may be removed by the use of magnesium carbonate, but this material has very little absorptive power for coal-tar dyes or other colors commonly added to flavors and similar products, and colors which are in actual solution in the product are not affected by it.

The usual method of application of *magnesia* to the clarification of the products mentioned above is to suspend a small amount of the powder in the liquid to be clarified, followed by a short period of agitation to obtain complete distribution of the suspended *magnesia*. The *magnesia* and the absorbed and agglutinated impurities may then be removed by any one of several means. For small amounts of liquid to be clarified simple filtration through filter paper is suitable. Larger amounts may require filtration through a filter press or a pulp filter under the hydrostatic head of the liquid being filtered.

In a few cases sedimentation of the *magnesia* by providing the tank with a perforated false bottom may be sufficient, the clarified liquid being drawn off above the false bottom. A more recent development which works to advantage when only small amounts of magnesium carbonate are necessary for the clarification of the liquid, is the removal of the *magnesia* and the impurities together by running the liquid in which the powder is suspended through a high-speed centrifugal separator.

It should be emphasized that it is not necessary to use a great excess of the *magnesia* powder to effect complete clarification in most cases, and large amounts simply add to the difficulty of filtration; usually from 0.5 to 1 per cent of the weight of the liquid to be clarified is ample and only very rarely will it be necessary to use as much as 2 oz. of magnesium carbonate to each gallon of the liquid.

Further information regarding the properties of magnesium carbonate and its application to clarification problems may be obtained by addressing the Director of the Mellon Institute of Industrial Research, University of Pittsburgh, Pittsburgh, Pa.

COMPLEXION AND TALCUM POWDERS

By DR. F. A. MARSEK

(Continued from page 292, September, 1921)

To produce a powder which will answer for every type of complexion is not only very difficult but in fact is impossible. The fineness in texture of the skin, in the first place, is a factor which plays a very important role in the selection of a suitable face powder. A very smooth and delicate complexion will naturally require a powder of much finer texture and at the same time greater adhesiveness than would a rough complexion with large pores. On the other hand, an entirely different powder should be applied to a dark complexion than to a light one.

Although face powders are produced in a number of different color shades, these alone are not sufficient to make a powder adaptable for various shades of complexion. For a dark complexion a powder should be used which is, when applied, more transparent than one intended for a pale complexion. No matter what shade of powder is selected, a strongly adhesive powder will always show to a greater or lesser degree if applied to a dark complexion, and therefore does not answer the requirement of being invisible, such as is necessary for a high class preparation.

However, it is possible to approach the ideal in a powder for both dark and light as well as delicate and rough skins to a fairly reasonable degree and thus prepare a complexion powder which will enjoy a good demand. To do this to the highest possible degree it is strongly advisable to use a different powder base for each shade produced. In doing this it will actually be possible to make a powder which is very adaptable in both shade and texture to the average dark complexion as well as to the average light complexion.

Of course, there is a limit to this method of suiting the particular requirement of a given complexion, as it is by no means a rule without exception that, for instance, a given shade of dark complexion must have a given fineness of texture of the skin. However, experience and careful study will tell the cosmetician that in the majority of cases a certain shade of complexion is combined with a certain texture of skin. And after all, in trying to appeal to the majority rather than to all, we are playing fairly safe and can with fair certainty expect good results to reward our efforts in trying to please the general public.

To establish fixed rules for the world over as to the type of skin usually combined with a given shade of complexion is, of course, impossible. The climate, for instance, is a very important factor which would have to be taken into consideration. The habits of living prevailing in different parts of the world is another factor. We may even go so far as to say that there is a difference in the relation between the shade and texture of complexions of women living in large cities and those living perhaps a few hundred miles away in sections of the same country, but less densely populated.

From these and many more factors of this kind it can be seen that the manufacturer attempting to make such fine distinction in producing a face powder adaptable for every case would be very seriously handicapped and therefore from a practical standpoint he has to be satisfied with

pleasing a majority of women, adopting a product which is suitable for the average, rather than the specific type. Nevertheless, this does not contradict the suggestion made further above that it is advisable to adopt a different base of powder for each different shade produced.

Thus, the woman using a brunette shade of powder apparently does not intend to cover up or lighten the darkness of her complexion, but is merely desirous of taking the shine off her skin. Therefore, it seems logical that she will not want a powder which is too adhesive, or in other words, has too much covering power. In connection with this it must be remembered that in any powder, of whatever color shade it may be, the white will stand out when applied. To actually match a shade of complexion is practically impossible, unless a by far excessive amount of coloring matter is used. In doing so, however, we would be producing a rouge or face paint rather than a face powder. To give the powder a brunette shade is merely done to reduce the whiteness to a slight degree in order to make it less showy on a dark complexion. In case of flesh or pink powders the very same is true, with the only difference that a slightly rosy effect should be produced when the powder is applied. However, in every case this effect when produced is very slight in comparison with the predomination of the white.

For these reasons the brunette powder should be slightly less covering, for instance, than the white. The latter can be applied in varying amounts in order to produce different effects. The flesh and pink powder should have a base somewhat in between the white and brunette in adhesiveness, the pink being less adhesive than the flesh. This is based upon the following considerations: The average woman using flesh powder is light complexioned. She uses flesh powder to bring out a natural tint upon her complexion. If it were her intention to bring out a paleness of the skin she would use white powder. Therefore it is necessary to use a base which will not give her complexion such pale appearance, but a natural healthy color. As, however, the powder cannot or should not contain such an amount of coloring matter that it will paint, the solution of the problem lies in the quantity of powder she will use. On the other hand, a very adhesive powder, if used in considerable quantity, will give a pale appearance even if the powder is flesh colored. Therefore the flesh powder should be somewhat less adhesive and covering than the white.

Finally the pink powder is intended to give the skin a rosy appearance. The same statement made above, however, holds good in this case, viz.: A very adhesive powder will show white no matter what shade it may be, unless it is applied very scantily. But if applied very scantily the rosy effect will not be produced on the skin. Thus the solution here is in a powder not too adhesive and covering in comparison with the white.

Of course, what has just been said does not mean that there should be a great difference in the adhesiveness of the powders of the different shades, but just enough to bring out to better advantage the particular effect desired on the complexion for which a particular shade is used by the majority of women. From a manufacturing standpoint this does not mean any additional expense whatsoever

as every shade has to be produced as a separate batch anyhow.

The practice in existence, especially in some smaller plants, to produce a white powder base in a larger quantity and then add to parts of it the various colorings for producing the different shades is either a waste of labor if the batch is resifted or if it is not resifted it is absolutely condemnable as a cosmetic, due to the fact that just the coloring matter is the ingredient which needs very careful sifting most necessarily.

In the earlier part of this article there have been listed the ingredients of which face powders in general and the cheaper grades in particular are composed. The same that was said about them is true of the high grade face powders. However, in choosing the combination of these ingredients, the following points should be considered. Calcium carbonate (precipitated chalk), although having adhesive qualities, is a strong covering and therefore not desirable material for a face powder of the type now in question. Besides, its drying out effect and tendency to roughen the skin makes it little if at all suitable for use in a high class face powder. The manufacturer of this grade article will do well to omit it entirely in his calculations. For similar reasons he should be very careful about the use of starches. A much finer and better grade powder can be produced without it. There is no harm, on the contrary, a slight advantage may be gained by using in small quantities a good grade of china clay. It will take away some of the slippery effect of talcum without in any way injuring the skin. But there should never be more than 10 per cent used in a good grade face powder.

Quantitatively the most important ingredient in face powders, whether high or low grade, is talcum. For this reason upon the selection of a proper grade of this material a good deal of the successfulness of the powder will depend. And most assuredly this is not one of the easiest parts of the job of making face powders. Italian talc is very desirable. Although of late more and more talc is mined in this country which comes very near the Italian grade, so far the author has not been able to find a quality which in every way is equal to the Italian product. Several instances have come to the author's attention in which French talc was praised higher than the Italian, and others in which French talc, being called "merely imported," was confused with the Italian product. In this connection one must remember the fact that France imports a good deal of Italian talc and occasionally exports such "Italian" talc from France. Thus it may happen, be it intentional or otherwise, that Italian talc reaches this country from France as French talc.

No doubt an excessive slip in talcum is a not very desirable property, however, while occasionally a really good grade of talcum is found which has this property not to a great extent, but such cases are very rare. Usually talc which is milled finely enough for use in high grade face powders and comes up to standard in every other way, possesses this slip very strongly. It is therefore necessary to offset this property through the addition of other ingredients.

As far as the chemical test is concerned the same may be said as in most cases about certain essential oils. It is a good practice to make such tests, but the nose must be the final factor in deciding. In case of talc it is the feel which is this most important factor. However, one may set the rule that a good grade of talc should never be found, upon analysis, to contain more than from 2 to 3

per cent, and preferably less, of acid soluble matter. The experienced user, however, can almost dispense with this test and judge his product solely by its physical properties. The price of talc is so low that he need not be afraid of charges of wilful adulteration, the only possibility left being that certain mines may produce more or less pure grades of talcum.

As said previously, it will depend upon the grade and properties of the talcum how much and what other ingredients have to be used in connection with it to produce a high grade face powder. To attempt learning to judge this by means of correspondence-course methods is rather unlikely to produce results. Experience covering years is the only means of obtaining this knowledge. And the necessity of possessing such knowledge may be indicated by the fact that it is as little possible to reproduce the exact qualities of a face powder of another make without knowing the source of raw materials used in the latter, than it is possible to reproduce an odor exactly. Many a manufacturer who was in possession of some one else's formula has wondered why his product, made according to the same formula, does not have the same qualities. The reason may always be found in the quality of raw materials used and talc being the principal constituent of face powders, its quality is naturally the most important item upon which the successfulness of such reproduction will depend.

(To be continued.)

REPORT ON PINE OIL EMULSIONS

Bulletin 989 of the United States Department of Agriculture, just issued, treats of "Pine Oil and Pine Distillate Product Emulsions: Method of Production, Chemical Properties and Disinfectant Action." The bulletin was prepared by L. P. Shippen, bacteriologist, and E. L. Griffin, assistant chemist, Insecticide and Fungicide Laboratory. The results of the experimentation are summarized as follows:

"Pine-oil emulsions made from steam-distilled pine oils, when freshly prepared, gave Hygienic Laboratory coefficients varying from 3.42 to 4.34, the average being 3.88. At the end of 12 months the average was 3.66.

"A disinfectant prepared from destructive-distilled pine oil is weaker as well as more variable in its germicidal power against *B. typhosus* than is the Hygienic Laboratory pine-oil disinfectant. The samples examined gave Hygienic Laboratory coefficients of from 1.71 to 3.42.

"Emulsions made from the other oils tested gave coefficients under 1. These preparations failed to emulsify completely in 10 per cent concentration.

"Pine-oil emulsions made from various grades of pine oils failed to kill *M. aureus* and *B. anthracis* in any dilution capable of emulsification.

"In view of the results obtained these products should not be used for general disinfecting purposes.

"When using pine-oil emulsions against *B. typhosus*, it is safer, for practical purposes, to employ a solution of five times the strength capable of killing the organism in five minutes. Thus a product showing by the Hygienic Laboratory method a killing power of 1-500 should be used in a 1-100, or 1 per cent, dilution. If a product will not give a dilution having a concentration five times that of the weakest concentration capable of killing *B. typhosus* in 15 minutes, and remain completely emulsified, it should not be used as a disinfectant."

Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

President Heekin, Chairman Bond, of the Legislative Committee and other officers of the Flavoring Extract Manufacturers' Association of the United States have been extremely busy during the last month looking out for the interests of the members, especially in connection with the alcohol situation at Washington. They have found that despite many assurances that the industry would not be penalized in any way there seems to be an under current which makes it difficult to see the daylight which was promised two years ago for legitimate manufacturers. Not only has the red tape kept well up in the procession, but a tentative advance in the cost of alcohol is proposed, with possible rebates after a long process of unwinding red tape. The officers and members of the association, despite all of the unfavorable influences afloat, are firmly for abiding by the Eighteenth Amendment and will so continue, but many of them are getting weary of unnecessary restrictions that have been put over by the pure prohibitionists, with the strong possibility of more to come in the near future.

The September report announced the death of Thomas E. Lannen. A committee of the officers, including President Heekin and Chairman Bond, attended the funeral. The regret for Mr. Lannen's death has been wide-spread, for he was popular in many associations.

Also the September report announced the appointment of a committee to combat disguised booze and bootleggers. This course has been pursued right along by individual members, but it now is made an association matter.

Circular 120 tells of the appointment of the anti-booze Vigilance Committee, of which Frank L. Beggs was made Chairman. He is authorized to call on counsel for the association, Lannen & Hickey, of Chicago, for any necessary aid in carrying out the purpose of the Vigilance Committee. It is absolutely out of the question for any flavoring extract manufacturer to operate in violation of the law and members of the association will continue to do their utmost to prevent any derelictions.

Notice also was given regarding renewal of permits, which was covered on page 288 of our last issue.

Circular 121 gives an official interpretation of Pro. Mim. 205 and tells of the victory won in express classification, both of which are covered elsewhere in this issue.

MINUTES OF THE TWELFTH ANNUAL MEETING

The proceedings of the twelfth annual convention of the Flavoring Extract Manufacturers Association, which was held in St. Louis in July, have been sent to all of the members. The association now includes very nearly all of the legitimate manufacturers of flavoring extracts and the few

who are out of it might well take steps to join. The association absolutely will not admit to membership any except really legitimate manufacturers. Fly-by-nights, or bootleggers, are the prey of members, for they are positively off the reservation. But the association does desire to have all legitimate manufacturers get into the fold. The minutes of the twelfth annual meeting offer an inducement and a copy can be had on application to the association.

In the 1921 minutes will be found sufficient evidence of what the association is doing for the industry to justify every firm outside of the organization to join it. There are very few good concerns off the F. E. M. A. list, for membership gives quality and assured respectability to those who are admitted to its councils.

SODA WATER FLAVORS MANUFACTURERS

A special meeting of the National Manufacturers of Soda Water Flavors was held in Washington on October 11, to discuss a ruling issued by the Prohibition Commissioner known as prohibition "mim" No. 205 making it obligatory upon flavoring manufacturers to use 5 per cent esters or ethers.

The meeting was in the nature of a protest it being found impossible by the soda water flavor manufacturers, because of their peculiar product, to operate under this ruling.

Following the special meeting the manufacturers had a conference with the Prohibition Commissioner and after setting the whole case before him the manufacturers were told that the ruling applies only to culinary flavoring extracts and the soda water flavors manufacturers will be exempted from the ruling. In accordance with this it is expected that an official ruling will be issued by the department in the next few days.

While in Washington the manufacturers also passed a resolution which they filed with the Senate Finance Committee protesting against the alcohol tax plan which is now proposed and which has already been protested by a number of various alcohol using industries.

The annual convention of the association is scheduled for St. Louis, October 24-25. Its sessions will be held at the Missouri Athletic Club, Fourth and Washington avenues. Rooms can be had there while the supply lasts but reservations should be sought at once.

The death of the secretary, Thomas E. Lannen, which is much regretted, will not interfere with the carrying on of the work for Mr. Lannen's loyal friends and associates in the firm of Lannen & Hickey have gone ahead with the associations business. A delegation of the members attended Mr. Lannen's funeral.

There should be a large attendance at the convention as numerous matters of vital importance to the industry will be taken up for discussion.

FLAVORING EXTRACT RULINGS

Richard H. Bond, chairman of the legislative committee of the Flavoring Extract Manufacturers Association, on September 12, wrote to James M. Doran, chief of the Industrial Alcohol Unit, regarding the complaint of a member that his permits had been held up in violation of the regulations. Mr. Bond cited the case of a member whose permits for pineapple, banana, strawberry extracts, etc., were held up because the flavoring content was but 2 per cent in accordance with the promulgated rulings of the unit; and that the unit was not going to issue any more permits for these flavors unless they contained 5 per cent of esters, ethers, etc. Mr. Bond suggested that there must be some mistake.

Mr. Bond received this reply, dated Sept. 27:

"Reference is made to your letter dated September 12, 1921, in which you call attention to the fact that certain members of the Flavoring Extract Manufacturers' Association had their permits for banana, pineapple, strawberry, etc., held up because the flavoring content was 2 per cent of esters and ethers in accordance with the ruling heretofore established in this Department, and further that the reason these permits were held up was that this Bureau had decided that they must contain 5 per cent instead of 2 per cent of these materials.

"Apparently the letter of Assistant Prohibition Commissioner Jones which you refer to was sent out in error and you are hereby advised that the 5 per cent ether and ester content is to apply only to that class of extracts which are enumerated in Pro. Mim. 205. It is, therefore, believed that this letter will clear up an apparent misunderstanding on the part of the Flavoring Extract Manufacturers' Association. "R. A. HAYNES, *Prohibition Commissioner*."

Mr. Bond also wrote to Mr. Doran with regard to preparations containing not less than 5 per cent of esters and ethers. He said:

"One of the members of our organization raises the following question with regard to Pro-Mimeo. 205, which states that the manufacturers of the extracts referred to therein are authorized to manufacture them when 'containing not less than 5 per cent of esters or ethers.'

"He asks whether the Commissioner intended to exclude essential oils, and synthetic bodies, such as coumarin, vanillin, heliotropine, benzaldehyde, etc., from the 5 per cent, or if it would be necessary for extracts to contain 5 per cent of 'esters and ethers' apart from essential oils and synthetic bodies.

"My interpretation of Pro-Mimeo. 205 is that the 5 per cent minimum of ethers and esters applies to such ethers or esters only when nothing but esters or ethers is used, but where some ethers or esters are used, and also essential oils or other synthetic bodies, the total of all such ingredients should not be less than 5 per cent."

Mr. Bond received this reply, dated Sept. 19, 1921, enclosing a process for the determination of esters that has been sent to the association's members:

"Reference is made to your recent communication asking for the Department's construction of certain provisions of Prohibition-Mimeograph 205, relating to imitation flavoring extracts.

"In the absence of reliable and detailed information on the various substances used in the manufacture of imitation flavoring extracts other than esters, the Department can not see its way clear at present to fix a definite standard for these miscellaneous flavoring bodies.

"You are advised, therefore, that the 5 per cent standard requirements refers to determinable esters and does not include collateral flavoring bodies.

"The method by which the laboratory determines the ester content of imitation flavors is of considerable importance to your trade and there is enclosed herewith a copy of the method used in the laboratory. You will note

that it is essentially the A. O. A. C. method for the determination of esters with particular emphasis on the quantities of materials used, the form of apparatus and the manipulation. This method has been developed after a series of experiments on the various ethers and esters used in the manufacture of imitation flavoring extracts.

"JAMES E. JONES, *Assistant Prohibition Commissioner*."

F. E. M. A. WINS EXPRESS RATE FIGHT

The Interstate Commission, following an investigation of the protest of C. F. Sauer Company, Richmond, Va., and the Flavoring Extracts Manufacturers' Association of the United States has taken final action upon the proposed increase of express rates on flavoring extracts as planned by the American Railway Express Company, and has ordered the cancellation of such rates. The decision says in part:

"Prior to February 1, 1914, flavoring extracts moved by express at first-class rates under the designation of 'merchandise.' Since that date they have moved at the second-class rating under 'articles of food not otherwise specified.' It was contended by the American Railway Express Company, that flavoring extracts are not articles of food or drink for which the second-class rating was primarily established, but are food adjuncts, serving the same general purpose as condiments, without nutritive qualities, and not properly entitled to this rating. Foods entitled to the second-class rating are stated to be those articles consumable in practically the condition in which shipped, or made so by cooking. Second-class rates are uniformly 75 per cent of the first-class rates.

"The ingredients of flavoring extracts are usually essential oils or pure fruit extracts and alcohol, the purpose of the latter being that of a preservative. The use of pure fruit extracts tends to diminish the alcoholic content, and these are replacing the essential oils. There are approximately 91 different flavoring extracts manufactured.

"Between 1.5 and 2.5 per cent of the flavoring extracts marketed move by express. The remainder move by freight, and are rated in consolidated freight classification first class in less than carloads and third class in carloads, in all territories. The movement by express comprises emergency orders or small quantities purchased by retailers and others. They are usually shipped in 1.5-ounce to 4-ounce glass bottles, corked and inclosed in paper cartons, 12 to the package in paper containers, the packages being packed in wood, fiber, or corrugated-paper cases.

"The gross weight of the cases varies from 35 to 220 pounds each. The value ranges from \$20 to \$80 per 100. Loss and damage claims are small, not exceeding a fraction of 1 per cent. When the alcoholic content exceeds about 50 per cent and the flashpoint is 80° Fahrenheit or lower, they must be packed for shipment according to rules and regulations approved by us under the transportation of explosives act, as amended, labeled as inflammables, and handled with special care.

"The volume of alcohol in each depends upon the formula employed by the manufacturer, but in the majority of instances it ranges from 20 to 30 per cent, except that vanilla and lemon, which constitute 75 per cent of the output, average 25 to 45 per cent and 80 per cent, respectively. The proportion of the total output of the country containing less than 50 per cent of alcohol is said to equal 90 per cent. The remaining 10 per cent, that moving as inflammables, comprises, generally speaking, 8 to 10 different flavors.

"Respondent likens flavoring extracts to essential oils, which take first-class rates. But essential oils are in the nature of raw materials and do not directly enter prepared foods in other than diluted form. Moreover, they command a much higher unit price than flavoring extracts. The same is true of alcohol. Yeast and vanilla beans are specifically rated second class. It is true that inflammables usually take first class, but only a small proportion of shipments of flavoring extracts are classed as inflammables.

"Section 6 of the food and drugs act of 1906, as amended, defines 'food' as used therein to 'include all articles used for

food, drink, confectionery, or condiment by man or other animals, whether simple, mixed, or compound."

The commission finds that the schedules under suspension have not been justified, and an order will be entered requiring their cancellation. It means that the old low second-class rating is effective.

BEVERAGE TAX REGULATIONS

Revised regulations on beverage taxes have been issued by the Bureau of Internal Revenue. The official announcement is as follows:

"Article 6 of Regulations 52, as amended by T. D. 2908, relative to the tax by the manufacturer under section 628 of the Revenue Act of 1918, is further amended to read as follows:

ART. 6. Tax payable by the manufacturer.—The tax is to be paid by the manufacturer on all sales made directly by him or through an agent. If the manufacturer has a sales agent or sales agency to whom he nominally sells beverages, but retains an interest in the profits from the resale, the taxable sale is that made by the sales agent or agency. On beverages manufactured for a jobber by a foreign manufacturer the jobber must pay the tax as the importer. A receiver or trustee in bankruptcy of a manufacturer conducting a business under court order is liable to the tax upon beverages sold by him. Where a manufacturer consigns articles to a retailer, retaining ownership in them until they are disposed of by the retailer, the manufacturer must pay the tax upon the basis of the manufacturer's selling price on all goods sold to the retailer as shown by reports to be procured by him monthly from the retailer. Where so-called sales agent or distributor is a separate corporation, and the sale to it is absolute, and at prices such as ordinarily obtain between persons dealing at arm's length, with no further payment or benefit accruing to the manufacturer upon resale or otherwise except the receipt of dividends on stock holding, the taxable sale is that made by the manufacturer to such sales agent or distributor, even though all or substantially all of the stock of such sales agent or distributor is held by or for the benefit of the manufacturer. Where, however, there exist facts and circumstances which tend to establish the relationship of principal and agent between the manufacturer and such sales agent or distributor, such as proof of benefits accruing to the manufacturer other than through stock ownership or sales between the manufacturer and the so-called sales agent or distributor at prices which indicate some special relationship between the two or with further payments, the taxable sale is that made by the sales agent or distributor. The mere ownership, however, of the majority or all of the stock of the sales corporation by the manufacturer, without more, is not sufficient to establish the relationship of principal and agent. The same rule applies in the case of the so-called sales agent or distributor which owns substantially all the stock of the manufacturing corporation. See article 4 and 5 of these regulations.

"Pure carbonated water, unflavored, when sold by the manufacturer to the owner of a soda fountain solely for further manufacturing purposes in compounding drinks at the fountain and not for consumption as a beverage direct, is not subject to tax under this section."

Saccharin Reaction

L. Thevenon, a pharmacist in Oullins, describes a new reaction of saccharin (*Jour. Pharm. Chim.*, No. 11, 1920). On adding 10 c.c. of a solution of 0.1 gram of sodium nitrite in 100 c.c. of distilled water, and six drops of sulphuric acid ($\frac{1}{2}$), to a solution containing 0.1 gram of saccharin in 25 c.c. of distilled water, the further addition of 0.1 gram of β -naphthol to the mixture causes the immediate production of an intense red coloration, which may be fixed to wool and silk, and is permanent. It is sufficiently sensitive to detect traces of saccharin in foodstuffs, after extraction by alcohol and water in the usual way, preferably adding the sulphuric acid to the solvent employed for extraction.

Perusal of the advertising pages is no less a real duty than scanning the text pages of this journal every month.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc.

Changes in Agricultural Chiefs

Charles W. Pugsley, of Lincoln, Neb., editor of the *Nebraska Farmer Transport*, has become Assistant Secretary of Agriculture. Elmer D. Ball, retiring Assistant Secretary, has begun his duties as director of scientific work. For the present Mr. Pugsley will be especially charged with the general supervision of the department's extension and publication work.

As director of scientific work, Dr. Ball will have general supervision of the scientific research work and will advise with the Secretary and the bureau chiefs with respect to the scientific personnel plans and project outlines of scientific work, co-ordination and correlation of scientific work.

Agricultural Chemists Meet Oct. 24

About 250 of the leading chemists connected with official agricultural and control work in the United States are expected to attend the thirty-eighth annual convention of the Association of Official Agricultural Chemists, at the Washington Hotel, Washington, D. C., Oct. 24-26. Senator E. F. Ladd, of North Dakota, will be one of the attendants.

Exports of Flavoring Extracts

July exports of flavoring extracts from the port of New York showed a falling off from the previous month of \$4,600. The July figures follow: To Belgium, \$45; France, \$574; Germany, \$31; Sweden, \$167; Turkish Europe, \$16; England, \$17,432; Scotland, \$297; Bermuda, \$369; British Honduras, \$104; Costa Rica, \$951; Guatemala, \$241; Honduras, \$30; Panama, \$1,436; Salvador, \$30; Mexico, \$4,679; Newfoundland, \$150; Barbados, \$77; Jamaica, \$194; other British West Indies, \$651; Cuba, \$2,075; Danish West Indies, \$184; Dutch West Indies, \$48; Haiti, \$996; Santo Domingo, \$264; Brazil, \$36; Colombia, \$1,163; British Guiana, \$29; Dutch Guiana, \$16; French Guiana, \$60; Peru, \$80; Venezuela, \$871; Straights Settlements, \$150; Australia, \$1,362; New Zealand, \$491; Belgian Congo, \$7; total, \$34,000.

Insecticide Association Wants More Members

F. A. Hoyt, chairman of the Committee on Membership of the Insecticide and Disinfectant Manufacturers' Association is carrying on a strenuous campaign to increase the membership of the organization. Mr. Hoyt is with the Frederick Disinfectant Co., Atlanta, Ga.

Bottlers to Convene in St. Louis

With most of the space already sold and reservations still coming in, the National Bottlers' Convention and Exposition in St. Louis, from October 24 to 29, inclusive, promises to be of more than usual interest. As in previous years, the Illinois Glass Company will have an exhibit.

Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

For Women Who Do Not Use Perfume Personally

Perfume burners are liked by many women who do not personally use perfume. They like the scent of perfume in their rooms and sometimes prefer a floral scent to one of incense. These burners are little porcelain lamps, with a cup shaped depression over the electric bulb to accommodate a few drops of perfume. The gentle heat of the bulb evaporates the perfume, forcing off its scent in a charming way. The tiny lamps are decorative, aside from being useful.

PRODUCTION OF COUMARINS FROM MALEIC AND MALIC ACIDS*

By G. C. BAILEY and F. BOETTNER

The following work was undertaken in order to find out if it were possible to develop a commercial synthesis of coumarin from malic acid,¹ and, if such a synthesis proved uneconomical, to determine whether other coumarin derivatives were of value as perfumes or flavors. As a matter of general interest a few condensations were attempted with maleic acid.

The malic acid was the synthetic inactive acid made by the hydration of maleic acid obtained by the catalytic oxidation of benzene.² The *m*-cresol was of coal-tar origin and was partly separated from the para isomer by the method of F. Elger.³

PROCEDURE

The aliphatic acid was added to the phenol and condensing agent contained in a test tube inserted in an oil bath at the desired temperature. Foaming usually resulted upon stirring, and the solutions became yellow or orange colored. After the evolution of gas had ceased, the contents of the tube were poured over ice and the resulting precipitate filtered off. The precipi-

denation agents of Series I, the following were also tried: 100 per cent sulfuric acid, sodium acetate and zinc chloride, potassium acid sulfate, stannic chloride, pyridine in 100 per cent sulfuric acid, phosphorus pentoxide, and aluminum chloride. The manner of adding the ingredients was varied without securing the desired coumarin.

Series III—The authors followed the procedure of Fries and Klostermann,⁴ which was in general the same as that used in the preceding series, except that the precipitate which formed when the reaction mixture was poured on ice was taken up in 50 per cent alcohol and crystallized. This gave a fairly pure 4-methylcoumarin, which became very pure upon one recrystallization from 50 per cent alcohol containing a little bone-black. The yields given in Table I are based upon the recrystallized 4-methylcoumarin of melting point 128° C. The unchanged cresol was regained by steam distillation of the original filtrate. The malic acid which did not react with the cresol was entirely lost by this proc-

TABLE I—ACTION OF META-CRESOL AND MALIC ACID

Expt.	Malic Acid Charged Grams	<i>m</i> -Cresol 84.24% Charged Grams	H ₂ SO ₄ 96% Charged Grams	Time of Heating Min.	Temp. Bath ° C.	Methylcoumarin Grams	Yield on Malic Charged Per cent	Remarks
1	2	3.5 ¹	5.5	30	140	...	Trace	Malic acid added in one portion
2	5	7	21	240	140	1.27	21.2	Malic acid fed in small portions
3	15	14.3	30	30	139	3.6	20.4	H ₂ SO ₄ added to the cresol and malic acid
4	25	25	50	125	135	...	None	Similar procedure to No. 3
5	5	5	7.5	115	140	1.16	19.5	Cresol sulfonated at 25° and malic acid fed in slowly over period of 2 hours
6	5	15	15	255	140	2.02	33.9	Cresol sulfonated at 140° for 20 minutes and malic acid fed in slowly for 4 hours
7	5	5	15	255	140	2.33	39	Duplicate of No. 6. In remainder of experiments malic acid was fed into the charge slowly
8	5	5	15	180	136	2.354	39.4	Run made in wrought iron
9	25	25 ²	75	180	135-40	16.11	53.9	

¹ 46 per cent *m*-cresol charged.

² 98 per cent *m*-cresol used, solidifying point 9.8° C.

tate, in the runs where phenol was used, was usually found to be fumaric acid. The filtrate was shaken up with ether and the ether solution examined for coumarin. The absence of the characteristic coumarin odor was considered to be an indication of failure to secure that product.

EXPERIMENTAL

Series I—Equal weights of phenol and maleic acid were heated at temperatures ranging from 100° to 160°, for times ranging from 40 min. to 5 hrs., with 96 per cent sulfuric acid and with zinc chloride without securing any coumarin.

Series II—A number of runs were made with phenol and malic acid in a manner similar to the above without the isolation of any coumarin. Beside the con-

ess, and no attempt was made to recover any products from it.

Experiments showed that with a *m*-cresol of purity of 84 per cent and a dry malic acid, a yield of approximately 40 per cent of crystallized methylcoumarin could be obtained. The best conditions found were those in which the cresol and sulfuric acid were mixed and the malic acid fed in slowly with the bath held at 135° C. With a pure *m*-cresol the yield was about 54 per cent. If all the malic acid was added in one portion the yield was very greatly diminished.

VALUE OF METHYLCOUMARIN AS A PERFUME AND FLAVORING EXTRACT

Toxicity—As coumarin is a constituent of flavors used in foods, it was desirable to know the relative toxicities of coumarin and the methylcoumarin. The coumarin chosen for test was a product from natural sources. The toxicity⁵ tests were carried out as follows, using the white mouse. The dose, which was injected sub-

⁴ *Loc. cit.*

⁵ These tests were made by the Lederle Laboratories (now the Pease Laboratories) of 39 West 38th street, New York City.

(Continued on page 346)

*From the *Journal of Industrial and Engineering Chemistry*.

¹ Von Pechmann, *Ber.*, 17 (1884), 929; Von Pechmann and Welsh, *Ibid.*, 1646-52; Von Pechmann and Cohen, *Ibid.*, 2187-91; Clayton, *J. Chem. Soc.*, 93 (1908), 2016; Dey, *Ibid.*, 107 (1915), 1606; Simonis, *Ber.*, 48 (1915), 1383-85; Fries and Klostermann, *Ibid.*, 39 (1906), 871-5.

² Weiss and Downs, U. S. Patent 1,318,633.

³ F. Elger, assignor to Hoffman-LaRoche & Co., U. S. Patent 1,025,615.

BARBER SUPPLY DEALERS' HOLD ROUSING MEETING

Discuss Plans for Bigger and Better Business—Will Work to Prevent Passage of Proposed Manufacturers' Tax on Perfumes and Cosmetics—Total Membership Now 304

The eighteenth annual convention of the Barbers Supply Dealers' Association of America was held at the Statler Hotel, St. Louis, Mo., October 17, 18, 19 and 20. There was a large attendance and many exhibits.

The following officers were elected: President, Z. C. Shaw, Wichita, Kan.; first vice-president, Walter Smith, Pittsburgh, Pa.; second vice-president, Martin E. Walters, Charlotte, N. C.; third vice-president, Miss Lowe, Des Moines, Ia.; treasurer, Mrs. Otto R. Haas, Chicago, Ill.; and secretary, Joseph Byrne, New York, N. Y. The members of the executive committee are: E. D. Schneider, Memphis, Tenn.; James G. Barry, Chicago, Ill.; Fred Dolle, Chicago, Ill.; and Frank Noonan, Boston, Mass. The legislative committee is composed of A. Edlis, Pittsburgh, Pa., chairman; W. L. Scott, Peoria, Ill.; and Z. C. Shaw, Wichita, Kan. San Francisco, Cal., was selected for the meeting place next year.

An elaborate program for the entertainment of the members of the association, as well as for the ladies, had been provided by the local Entertainment Committee, of which A. E. Voigt was chairman for the gentlemen, and Mrs. W. F. Koken, the chairman for the ladies.

Monday morning was devoted to the inspection of the various exhibits, and in the afternoon the delegates visited the Koken plant, where the visitors were shown through the building and where a luncheon was served.

In the evening there was a get-together dinner at the Missouri Athletic Association. During the dinner there was a vaudeville performance.

Following the dinner, A. E. Voigt introduced the toastmaster of the evening, Mr. Isaac Hedges.

Toastmaster Hedges wasted no time in introducing the Hon. W. H. Kiel, Mayor of St. Louis.

Mayor Kiel complimented the association because there were so many in attendance, and he was particularly impressed with the fact that there were so many ladies. He extended a cordial welcome to the city, told of its many advantages and of the benefits to be derived from yearly meetings. He believed in co-operation and organization, as it was the strength of all business enterprises.

In introducing the president of the Association, Z. C. Shaw, Toastmaster Hedges stated that the members of the association had heard that some years ago President Shaw had lost a very valuable diamond ring and as the members wanted to replace it in return for his services during the year, he presented a large and beautiful diamond to President Shaw on behalf of the members. It developed that the diamond in the ring was a "phony" one, but President Shaw took the joke in a good-natured manner and thanked the donors.

President Shaw in his short talk said that he was glad to be at the head of such an organization, which stood for the barbers supply industry. He wanted co-operation during the convention that was to follow.

The chief of the Industrial Alcohol and Chemical Division of the Internal Revenue Bureau at Washington, J. M. Doran, was then introduced. Dr. Doran gave a talk on chemistry, during which he said that while perfumery was said to be a luxury, it was something to make work worth while.

Eugene C. Brockmeyer, legal adviser of the Association, was the next speaker. He and the toastmaster were former classmates.

In part, he asked for the co-operation of the barbers and

the barber supply men and also the ladies to elect men to the state legislatures and to Congress who knew what to do. He particularly asked the ladies to make an effort to try and have the proposed tax on cosmetics and toilet articles defeated as they were necessities and not luxuries. Mr. Brockmeyer then discussed the alcohol situation.

A. Edlis, chairman of the Legislative Committee, a charter member of the Association, was the next speaker. He backed up Mr. Brockmeyer in requesting the election to the state legislature and to Congress of men who knew how to discharge their duties there and how to make the right kind of laws.

The last speaker of the evening was P. S. Harris, of Kansas City, who spoke on "How To Make A Million Dollars From A Shoe-String."

President Shaw said he was glad to see how the Association had grown. He emphasized that it was not only the duty of the members to pay their dues on time, but to get busy when the S. O. S. sign was sent out from Washington by the Legal Representative.

The president's address was extemporaneous.

In the secretary's report, which was off-hand, he stated that there were 97 associate members and 207 active members, making a total membership of 304, and that the Association had made a gain of 52 members during the past year.

The treasurer reported that there was a balance of about \$1,000 in the treasury.

The president then appointed the following committees:

Auditing: Emil Fretz, Julian Hoffar, Charles Karhoff.

Resolutions: Ed Underland, Otto Lanners, W. L. Buck, Mr. Deckleman, Mr. Noonan.

Legislative: Mr. Edlis, Mr. Scott, Mr. Chisholm, Mr. Fralick, M. E. Lewis.

The afternoon session Wednesday was taken up with a discussion on the electric haircutter and how its service and sales may be increased. Other subjects discussed were "Basis of Pay for Salesmen," by S. A. McFaddin, E. Schneider, Julian Hoffar and others; "The Ladies' Hair Dressers Wants," by Frank Noonan, Joseph Byrne and Charles Kohler; and "Standardization and Elimination," by E. D. Schneider. "What to Do to Get More Store Trade," a paper by Felix Ladwig was discussed by James G. Barry, Adolph Edlis and Robert Herfarth. Harry Goldwag then read a paper on "The Special Denatured Alcohols," which was discussed by L. A. Van Dyk, George Chisholm, E. D. Schneider, Bernard DeVry and others.

Thursday morning F. W. Heine read a paper on the "Selection of the Proper Name for Toilet Articles." A discussion on the question: "Should the Practice of Delivering Tools to Barbers and Charging Them on the Monthly Bill of the Shop Owner Be Encouraged?" followed by Emil Fretz, George Fralich, Charles Korhoff and E. Undeland. R. B. Savin, Martin Walters and Joseph Herbolt discussed constructive advertising. "The Details of Getting Bonds" was the subject of an informative talk by H. W. Eddy, who also freely answered inquiries.

The concluding discussion was "Do the Present Barber Supply Dealers Render Suitable Service to the Barbers of the Country?" by Ray Ervin, J. Huber, W. L. Buck, and Emil Fretz.

Those in attendance follow:

Allentown B. S. Co., Allentown, Pa. (Chas. J. Landeslager); Altoona B. S. Co., Altoona, Pa. (E. H. Figard); R. D. Anderson B. S. Co., Mansfield, O. (R. D. Anderson); Atlanta B. S. Co., Atlanta, Ga. (M. Healey); Auburn B. S. Co., Auburn, N. Y. (Geo. Pohle); Jas. G. Barry, Chicago, Ill. (Jas. G. Barry); Bauman B. S. Co., Cincinnati, O. (B. J. and Aug. Bauman); Eugene Berninghaus Co., Cincinnati, O. (S. A. McFaddin); W. L. Buck Co.,



PRESIDENT Z. C. SHAW
(Re-elected)

Oklahoma City, Okla. (W. L. Buck); Buerger Bros. Supply Co., Denver, Col. (Hugo Buerger); Cartan & Turner Co., Fort Worth, Tex. (John J. Cartan); Central Supply Co., Lincoln, Neb. (L. A. Doan); Cincinnati B. S. Co., Cincinnati, O. (Jos. B. Herbort); Connors & Walters Co., Charlotte, N. C. (M. E. Walters); Covalt & Smith, Pittsburgh, Pa. (Walter Smith); Deckelman Bros., San Francisco, Cal. (Hiram Deckelman); Denver B. S. Co., Denver, Col. (Chas. Kahrhoff, Jr.); C. M. Dickson Co., Sioux City, Ia. (C. M. Dickson); Donaldson Bros., Inc. (David Donaldson); Eureka B. S. Co., St. Louis, Mo. (Anthony Cents); G. H. Fralich, Wichita, Kansas (G. H. Fralich); Aug. Friebertshausen Sons, Wheeling, W. Va. (Ernie Friebertshausen); J. M. Garrett, Kansas City, Mo. (J. M. Garrett); Gentry Barber Sup. Co., Terre Haute, Ind. (W. H. Bear); Green B. S. Co., Lincoln, Neb. (C. A. Green); K. C. Grinding Co., Kansas City, Mo. (E. Pfleiderer); Gunkel B. S. Co., St. Louis, Mo. (Fred Gunkel); Geo. P. Haldy, Cedar Rapids, Ia. (E. A. Haldy); A. Halverson Co., Oklahoma City, Okla. (Earl T. King); Heckel Bros., Kansas City, Mo. (Louis Heckel); Herfarth Bros., New Orleans, La. (Robt. K. Herfarth); Hobert B. S. Co., Jackson, Miss. (W. B. Hobert); C. E. Hoffman Co., Dallas, Tex. (E. A. Fretz); H. B. Jaeger B. S. Co., Jacksonville, Ill. (H. B. Jaeger); Johnson B. S. Co., Rockford, Ill. (I. G. Johnson); L. E. Johnson B. S. Co., Sedalia, Mo. (L. E. Johnson); Jones Bros. & Co., Ltd., Toronto, Canada (H. S. Carlick); Joplin B. S. Co., Joplin, Mo. (J. B. Kitto); Kalamazoo Phar. Co., Kalamazoo, Mich. (Frank J. Mans); Kleeblatt B. S. Co., Sioux City, Ia. (J. G. Huber); Kraut & Dohnal, Chicago, Ill. (Otto R. Haas); Alf. J. Krank, St. Paul, Minn. (A. J. Krank); H. C. Kuhlman Co., Richmond, Va. (J. B. Mahone); O. S. Lammers, San Antonio, Tex. (Otto S. Lammers); Lewis Bros. Inc., New York, N. Y. (M. O. Lewis); Wm. M. Lowe B. S. Co., Des Moines, Ia. (Miss M. E. Lowe); Makrauer B. S. House, Pittsburgh, Pa. (Andrew Makrauer); Danl. R. Makrauer, Pittsburgh, Pa. (Dan. R. Makrauer); Mann & Co., Columbus, Ohio (Wm. Mann); Miami B. S. Co., Miami, Fla. (F. L. Benedict); Milwaukee B. S. Co., Milwaukee, Wis. (Felix A. Ludwig); Model B. S. Co., Peoria, Ill. (J. H. Owens); Moler Barber College, Minneapolis, Minn. (P. C. Anderson); Moler Supply House, Chicago, Ill. (A. B. Moler); Moline B. S. Co., Moline, Ill. (B. W. Altz); Neal & Clark B. S. Co., Du Quoin, Ill. (W. F. Jones); New York B. S. Co., Milwaukee, Wis. (S. K. Karegeannes); T. Noonan & Sons Co., Boston, Mass. (Frank Noonan); Hector Noreau Co., Quebec, Canada (Hector Noreau); Peoria B. S. Co., Peoria, Ill. (W. L. Scott); Phillip's Medicine Co., Omaha, Neb. (R. D. Philip); Portland Cuttlers & B. S. Co., Portland, Ore. (Paul Steinmetz); Pursley & Hitch, Evansville, Ind. (H. W. Hitch); J. R. Quinn Supply Co., Spartanburg, S. C. (J. R. Quinn); Rose B. S. Co., Waterloo, Ia. (W. T. Rose, L. E. Peck); Sales Co., Logansport, Ind. (D. W. Brundage); Ernest E. Schaefer, Indianapolis, Ind. (E. E. Schaefer); Schaefer B. S. Co., Quincy, Ill. (Fred Schaefer); S. D. Shaw B. S. Co., Wichita, Kan. (Z. C. Shaw); Shreveport B. S. Co., Shreveport, La. (K. Sierpinski); Lewis Slenger B. S. Co., Portland, Ore. (E. J. Hahberger); Spiess B. S. Co. H. Spiess; St. Louis B. S. Co., St. Louis, Mo. (Harry L. Meyer); L. M. Taylor B. S. Co., Cincinnati, O. (L. M. Taylor); Terre Haute B. S. Co., Terre Haute, Ind. (Grover L. Lancaster); Topeka B. S. Co., Topeka, Kan. (E. H. Smith); Trepoli B. S. Co., Philadelphia, Pa. (Chas. DiPuppo); A. L. Undeland Co., Omaha, Neb. (A. L. Undeland); Voigt B. S. Co., St. Louis, Mo. (A. E. Voigt); Wayne B. S. Co., Fort Wayne, Ind. (A. H. Schroeder); Weichsel B. S. Co., Dallas, Tex. (R. C. Dunlap); John Weis, Nashville, Tenn. (John Weis); Weyer B. S. Co., St. Joseph, Mo. (Geo. H. Weyer); Wichita B. S. House, Wichita, Kansas (E. P. Davis); Wilkes-Barre B. S. Co., Wilkes-Barre, Pa. (I. Isaacs); Youngstown B. S. Co., Youngstown, O. (Harry Spero).

PRODUCTION OF COUMARIN

(Continued from page 344)

cutaneously at the base of the tail, was calculated per gram of body weight. The mice were observed for a period of 1 week after inoculation.

Coumarin and methylcoumarin are both insoluble in water. Fifty per cent alcohol will dissolve the substances, but this is extremely toxic to white mice. An inert substance such as acacia had, therefore, to be chosen to emulsify the powders. The powders were ground to pass through a 40-mesh sieve and suspended in a 10 per cent solution of acacia in such dilutions that the injections would contain the doses indicated in the table. A control inoculation was given of the 10 per cent acacia. The suspensions were so gaged that the total amount injected was from 0.04 to 0.05 cc. per g. of body weight.

Material Tested	Weight of Dose per G.		Result	Time Hrs. Min.
	Mouse Grams	Body Weight Grams		
Methylcoumarin	29	0.0010	Survived
	20.5	0.0020	Survived
	21.5	0.0030	Survived
	22	0.0040	Survived
	21	0.0050	Lethal	Over night
Coumarin	22	0.0002	Survived
	12.5	0.0004	Lethal	2 ..
	13	0.0006	Survived	2 45
	14	0.0008	Survived	2 ..
	24	0.0010	Survived	2 15
10% Acacia. (control)	22	0.0050	Survived	2 55
	22	Survived

The results as a whole turned out very satisfactorily indeed. It is safe to state that methylcoumarin is not more than one-tenth as toxic as coumarin when injected subcutaneously into white mice. The minimum lethal dose for white mice is between 4 and 5 mg. per g. of body weight for methylcoumarin, and, for the coumarin, between 0.2 and 0.4 mg. per g. of body weight.

Perfume Value—The perfume value was tested by expert perfumers and said to be, in dilute solutions, of almost the same odor as the natural coumarin. The taste was similar but slightly less intense than the natural coumarin. The odor of the dry crystals was considerably less intense than the natural or synthetic coumarin.

CONCLUSIONS

1—No coumarin derivative was obtained from the action of phenol and maleic acid in the presence of dehydrating agents.

2—Coumarin in no appreciable quantities was produced by the action of various dehydrating agents upon phenol and malic acid.

3—A study of the best conditions for the reaction of *m*-cresol and malic acid in the presence of sulfuric acid for the production of methylcoumarin showed that a yield of 50 per cent, reckoned on the malic acid, could be obtained with a very pure *m*-cresol, and about 38 to 40 per cent with an 84 per cent *m*-cresol.

4—Both the toxicity and perfume values of the methylcoumarin indicated that it could replace coumarin for flavors and perfumes.

[Research Dept., Barrett Co., New York.]

Subscriber Is Pleased With Good Service.

(From C. H. Campbell, Mgr. Philadelphia office Delpi Products, 689 Drexel Bldg., Philadelphia, Pa.)

I am well pleased with the good service and assistance rendered by your well edited and nicely assembled journal. May the coming season be joyous and the New Year give you even greater success.

Living Costs High

Alice—Why are you so saving?

Virginia—I want John to have enough, so he can pay me a decent alimony.

WHOLESALE DRUGGISTS AT ATLANTIC CITY

The forty-seventh annual convention of the National Wholesale Druggists' Association, which was held at Atlantic City the first week in October, was probably the largest of the long list and was successful in every way. The determination of the association to fight wholesale drug houses started for the purpose of obtaining large quantities of liquor was demonstrated when the membership committee reported that it had rejected the applications of twenty-eight out of thirty-three firms for active membership. While it was explained that some few of the twenty-eight were not eligible for membership under the rules of the organization, it was made plain that a considerable number of the applicants were considered undesirable because of the manner in which they interpreted the national prohibition laws.

W. L. Crounse, Washington representative of the association, said that the Federal regulations which provide that the sale of intoxicants during any one month must be only one-tenth of the total business done by a wholesale druggist is proving a blow to liquor dealers who rushed into the drug business and many of them are being forced

George M. Armour, McCormick & Co., Baltimore. Nat. Berman, Drug & Chem. Mercantile Agency, New York City. A. D. Berry, Berry, Demoville & Co., Nashville, Tenn. Chas. L. Bowman, Standard Oil Co. of N. J., New York City. O. A. Brown, O. A. Brown & Co., New York City. J. Clifton Buck, Smith, Kline & French Co., Philadelphia. Frank Bishop, Thurston & Bradich, New York City. Alfred E. Cleveland, Flash Chemical Co., Cambridge, Mass. Louis J. Freundt, American Can Co., Chicago, Ill. Glen A. Haskell, U. S. Industrial Alcohol Co., Chicago, Ill. Edmund Hoffman, American Can Co., New York. Milton Kutz, Roessler & Hasslacher Chemical Co., Philadelphia. W. I. Lerch, Colgate & Co., New York City. P. C. Magnus, Magnus, Mabee & Reynard, Inc., New York City. H. I. Pfeffer, U. S. Industrial Alcohol Co., Chicago. S. B. Penick, S. B. Penick & Co., New York City. C. W. Publicker, Publicker Commercial Alcohol Co., Philadelphia. George L. Ringel, Fritzsche Brothers, New York. E. N. Rowell, E. N. Rowell Co., Inc., Batavia, N. Y. A. D. Smack, A. D. Smack Co., New York City. Arthur A. Stallman, A. Stallman & Co., New York City. Evans E. A. Stone, Standard Oil Co. of N. J., New York City. F. E. Watermeyer, Fritzsche Brothers, Inc., New York City. L. A. Warne, Publicker Commercial Alcohol Co., Philadelphia. H. I.



SOME OF THE TRADE'S VISITORS AT THE N. W. D. A. CONVENTION

M. Kutz; P. C. Magnus; C. S. Curtis; O. A. Brown; A. D. Smack; E. N. Rowell.

G. A. Ringel; B. F. Zimmer; Mrs. Ringel; Mrs. Watermeyer; F. E. Watermeyer.

E. Hoffman; Mrs. Freundt; L. J. Freundt; Mrs. Hoffman; Mrs. Woods; F. Z. Woods.

to give up their permits. Mr. Crounse made an extended report on alcohol and other legislation.

The customary reports on trade conditions were complete and comprehensive. Stress was laid on the "buying clubs" which seek the cream of the jobbing trade, leaving the rest for the jobbers. The association decided to continue its warfare against illegitimate booze wholesalers.

The following officers were elected: President, F. C. Groover, Jacksonville, Florida; first vice-president, C. Mahlon Kline, Philadelphia; second vice-president, L. B. Kauffman, Columbus, Ohio; third vice-president, D. M. Penick, Lynchburg, Pa.; fourth vice-president, J. P. Ryan, San Francisco; fifth vice-president, W. G. Allen, Tampa, Florida; board of control general representative, F. E. Haliday, New York City; secretary, C. P. Waterbury, New York; treasurer, Title Guarantee & Trust Company, New York; new members board control, George H. Moehle, Milwaukee; L. E. Lyons, New Orleans; J. D. Owens, Spartanburg, S. C., and Sewall Cutter, Boston, Mass.

The next convention will be held between Sept. 25 and Oct. 15, 1922, at Colorado Springs, Col.

Among those present were the following:

Harry A. Antram, F. N. Burt Co., Ltd., Buffalo, N. Y.

Wright, Illinois Glass Co., Philadelphia. B. F. Zimmer, Fritzsche Brothers, Inc., New York City.

J. H. Marshall of Minneapolis, Minnesota, was elected president at the annual convention of the Federal Wholesale Druggists' Association, held in Washington recently. Other officers elected include J. J. Dreyer of Cincinnati, vice-president; O. J. Cloughy of St. Louis, treasurer, and R. Lee Williamson of Baltimore, secretary. The convention passed a resolution vigorously objecting to the proposed imposition of an additional tax of \$4.20 per proof gallon of alcohol for non-beverage purposes.

Col. Charles F. Weller, of Omaha, formerly president of the National Wholesale Druggists' Association, with Mrs. Weller, has been visiting in the East on the way to the Atlantic City convention. An enjoyable fortnight was spent in the Adirondacks, followed by a sojourn in New York City. Mr. Weller is president of the Richardson Drug Co.

Perusal of the advertising pages is no less a real duty than scanning the text pages of this journal every month.



Essential Oil Company is the new style of the well-known terpineol manufacturing company that has been operating at Grassland, Pa., for a number of years as the Essential Oil Specialties Co., Inc. On November first, the company will be installed in its new plant at Trenton, N. J.

Announcement of this change is made in the company's advertisement on page 65.

Arthur Alexandre, of the Belgian Trading Co., Inc., New York City, sailed for France on October 5, on the steamship *Paris*, of the French line. His object was to visit many of the important European manufacturers who are represented in this country by the Belgian Trading Co. One of these connections is the well-known firm of Nadal, Desparmet & Cie, of Nanterre, France, manufacturers of synthetic aromatics and organic chemicals. A cable despatch has been received from Mr. Alexandre, stating that Mr. Elie Nadal, head of this firm, will accompany him back to America, leaving Paris on November 11. Mr. Nadal is sure to receive a very cordial welcome during his visit to the American perfumery industry.



ARTHUR ALEXANDRE.

It will be observed that the Belgian Trading Co. makes a very interesting announcement (pages 52 and 53) regarding its trade in fancy imported perfume vials. The company informs us that it is largely interested in Société Linnerie, which manufactures cut glass perfume bottles that within the next two months will be available for the use of American perfumers.

Among the new advertisers in this issue is the Scientific Utilities Co., Inc., 18 East 16th street, New York, whose initial announcement—a handsomely printed colored insert—appears between pages 40 and 41. The Scientific Utilities Co. of which Mr. George Grunberg is President, have been in business many years as importers of glass and other specialties for manufacturing laboratories. The latest addition to their line is a large series of perfume vials offering a variety in shape and decoration.

The Stanley Manufacturing Co., Dayton, Ohio, one of the first to appreciate the advantage of special inserts, has a very beautiful design bearing one of their metal seals. The distribution of samples of merchandise in this way has proven to be very effective as a business-getter.

While it is not our custom to publish unauthorized articles concerning the affairs of firms in this industry, we are constrained to give attention to a report regarding Lautier Fils, of Grasse, France, and George Lueders & Co., New York.

According to the information that comes to us the connection that has existed for nearly 42 years has been severed and at the present moment George Lueders & Co. are wholly unattached in an agency relation, or otherwise, to any Grasse house.

Inquiry at the office of the firm brought no response. The officers refused to deny the report and would not be quoted.

Friedrich-Friedrich Chemical Co., of Fifth street and Rising Sun avenue, Philadelphia, of which Max Schmidt is manager, is sending out salesmen through the Eastern States to push its line of cosmetics, including lemon cream, lemon soap and various other articles of that description. The company has in contemplation putting out a line of toilet waters.

F. H. Sawyer, who has been representing Pierre Lemoine Cie Inc., in the Central States has given up his office in Dearborn street, and temporarily is transacting all business from his residence, 855 Lawrence avenue, Chicago. Telephone: Ravenswood 4234. Mr. Sawyer soon will have other and better business quarters from which to push the Lemoine products with his well known energy and perseverance.

T. C. Wheaton Co., Millville, N. J., publish the second of their series of colored inserts, between pages 56 and 57.

Procter & Gamble Co. has declared the regular quarterly dividend of 2 per cent on the 8 per cent preferred stock, payable Oct. 15 to holders of record Sept. 24.

Attention is called to the announcement of one of our new advertisers. O. Donelian & Co., 276 Fifth avenue, New York, which appears on advertising page 94. This firm is not new to the otto of rose trade, having had its offices in Smyrna for many years and having sold most of its product in this country. The company has a long list of customers in the United States, as well as in Europe. It is the only Armenian firm engaged in distilling otto of rose in Turkey. Its distilleries are in Bourdour and Sparta.

Dr. Alfred S. Burdick has been elected to fill the vacancy as president of the Abbott Laboratories, Chicago, caused by the death of Dr. W. C. Abbott. Dr. Burdick is a graduate of the Alfred University, Alfred, N. Y., and Rush Medical College, Chicago. He has been closely associated with the Abbott Laboratories for over seventeen years, and for the last six years has been vice-president and assistant general manager.

With full faith in the future prosperity of the United States, the Wheeling Stamping Co., a pioneer among manufacturers of collapsible tubes, is now increasing the equipment of its plant and is taking steps to increase its production so as to keep pace with the growing demand for its products.

The company has enjoyed a wholesome and consistent growth ever since it was founded by Archibald W. Faull, grandfather of the present manager and secretary, back in 1877. In 1897 the company was reorganized with the present officers and since then its growth has been even more marked. The officers are: President, James Paull; secretary and manager, Archibald W. Paull, Jr.; assistant secretary, James S. Faull; treasurer, Irwin Paull; sales



PLANT OF WHEELING STAMPING CO.

manager, B. E. Stover; and Eastern representative, George K. Diller. Mr. Diller, who has been in the tube, cap and screw cap business for more than a quarter of a century, has been connected with the company for twelve years.

Soon after the reorganization in 1897 new buildings were erected and the company began extending its line of products. The prosperity continued, a fact which may be due largely to two policies which were adopted and which have been adhered to steadfastly. They are: To adopt the most modern machinery for the manufacture of collapsible tubes as soon as it is perfected; and to treat all employees as though the whole organization were one big family.

The Wheeling Stamping Co. never shut down on account of labor trouble, one reason for which is undoubtedly the enlightened policy towards employees pursued by the management. The factory operates on a 48 hour per week schedule with Saturday afternoons off. On its own initiative the company reduced the working day from ten to nine hours and then to eight hours. Every effort is made to make the working conditions as safe and as wholesome and pleasurable as possible; because, in the last analysis, the company realizes that its reputation finally rests with the employees who make the collapsible tubes.

Two results of the progressive policy of the company

are evident: One is a large daily capacity of tubes; and the other is the readiness and spirit of good will with which the employees accepted a reduction from war wages when the matter was put up to them at a mass meeting. There are 500 employees in the organization.

Fred A. Schwannecke, treasurer and general manager of the French Cosmetic Mfg. Co. Inc., New Rochelle, N. Y., which was established in 1915, reports that the business of the company has lately been increasing at a rapid rate and is now up to the highest war-time levels in volume. The company manufactures rouge and powder compacts, lipsticks, eyebrow pencils, liquid lip rouge, nail polish, concrete eyelash dye, etc., and occupies its own building.



F. A. SCHWANNECKE.

Mr. Schwannecke entered the perfume business in the stock room of Park & Tilford in 1907, and several years later joined Coty's New York branch as salesman. His travels took him over the entire United States, particularly in the Mid-West. In May, 1921, he made his present connection.

Anthony Guasch is vice president and chemist of the company, and he has had wide training and experience in France and in this country.

National Chain Stores' Grocers' Association, at its first annual meeting in the Waldorf Astoria Hotel, New York,



PLANT OF FRENCH COSMETIC MFG. CO.

Sept. 21, elected these officers: President, Harry L. Jones, Grand Union Tea Co., Brooklyn, N. Y.; first vice-president, B. H. Kroger, Cincinnati; second vice-president, Henry Kohl, National Grocery Co., Jersey City; third vice-president, E. G. Yonkers, Sanitary Grocery Co., Washington, D. C.; secretary-treasurer, Alfred H. Beckmann, New York; executive committee, W. G. Wrightson, Jersey City; James Reeves, New York; Jas. Butler, New York; C. F. Adams, Boston; D. Pender, Norfolk, Va.; H. G. Hill, Nashville; Alb. Ivison, Louisville; C. Potter, Pittsburgh; S. M. Flickinger, Buffalo; Matthew Smith, Cleveland.

Henry Caragol, of the firm of Manuel Caragol & Son, olive oil importers, New York City has been spending his summer vacation on the New Jersey shore.

Mr. Emile Schlienger, a partner in the firm of Bertrand Frères, Grasse, France, arrived in New York October 16, on *La Savoie*, and is making his headquarters with the firm's American agents, Rockhill & Vietor, 22 Cliff street, New York.

After only two days in the city he left for a trip through New York State and the Mid West with Mr. P. R. Dreyer of Rockhill & Vietor's essential oil department.

In a brief interview Mr. Schlienger expressed the opinion that prices of floral raw materials were at the end of their decline, and he looks for an early upward movement. French perfume manufacturers appear to be again laying in stocks of raw materials, which in itself is an index of their own view of the future of the raw material situation.

Just before starting on this trip, Mr. Dreyer returned from a four weeks' tour through the Middle West. He found the trade generally much more optimistic as to the future of business than it was a year ago. The credit situation in the Middle West is much improved; money is freer; and unemployment is being reduced. While some retailers are not inclined to do their share in bringing down the general level of prices, the business situation as a whole is very encouraging, he stated.

Frank J. Taylor is representing Rockhill & Vietor in the New England territory with offices at 101 Tremont street, Boston, Mass.

Containers for smelling salts have been filled with liquids colored in a limited variety of shades, lavender and green being among those favored. In a new line of smelling salts just been produced by the Fan Toi Company, who are showing them to the trade in the Perfumery and Toilet Articles Division of the Bush Terminal Sales Building, the liquids containing the salts are brightly colored in many shades. Red, old rose, pink, orange, yellow, blue, purple, lavender, and American beauty red are some of the new shades. The salts are shown in cut glass flasks, running up to eight ounces, in different fancy shapes for the boudoir table. The price range for this larger boudoir size, which is filled with cubes of greater than the usual size, is \$4 to \$16 per dozen. It is intended to put out a small size flask of the colored salts to retail at about thirty-five cents and which can be carried in a lady's handbag.

Friends of Paul J. Schumacher, manufacturer of toilet preparations, of this city, opened their eyes wide and thought it either a domestic tragedy or an awfully good joke when they read a flaring double column headed story in the *New York World*, September 24, intimating very strongly that he had been flirting seriously with a pretty cashier in a Childs restaurant. Next day the *World* printed a little obscure bottom-of-column item admitting its error in accusing Mr. Schumacher of a flirtation and stating that the defendant in the suit was his son, Paul G. This did not help the father much, for nobody seemed to see the correction. The *World's* original article is too good to miss, for there is a laugh in almost every line that, in the circumstances, the elder Mr. Schumacher cannot avoid appreciating:

"Miss Minnie Menninger, petite, pretty and positive, made change in Childs in Beaver Street, talked to her attorney by telephone and simultaneously assured inquirers yesterday that she had sued Paul J. Schumacher, perfume manufacturer, 2536 Seventh Avenue, for breach of promise. Her complaint, filed by her lawyer, Thomas J. Stapleton, 365

Broadway, asks for damages in the sum of \$50,000. Miss Menninger wants it made clear to one and all that she is going to keep her job as cashier in Childs, at least until she gets the damages, and maybe afterward.

"Three diamond rings glittered as she puffed up her black hair with one hand, rang the cash register with the other and sketched the chronology of her love story—engagement, as she alleges, Jan. 15; banquet to announce it to friends, a week later; engagement off, July 23; two months' grace for Schumacher and suit for damages, Sept. 24. She said the date set for the wedding was Nov. 23.

"He told his friends that I was an angel sent from heaven," Miss Menninger said. "Angels come high, and this one's chief interest in perfumes just now is in the good old fragrance of United States mint."

"Schumacher lives in Westchester County. Miss Menninger, in her complaint, estimates his fortune at \$250,000.

Frank H. Lowenfels, representing the Branscombe Chemical Co., was one of the first delegates to arrive at the convention of the Barber Supply Dealers' Association in St. Louis during the week of October 17. Mr. Lowenfels showed a line of shampoos and a special grade of alcohol for perfumery.

Illinois Glass Co., Alton, Ill., in helping along the business revival and readjustment of prices, has made a drastic, horizontal price reduction covering the entire general line of "Diamond I" bottles. The company says: "Our manufacturing costs do not justify so sweeping a cut as has been made, but as our part and contribution to the general process of price readjustment, it was thought necessary, and every manufacturing economy at our disposal will be pushed to the limit to meet it. Instead of stepping bottle prices down a little at a time, as they went up, we decided to give the trade the benefit of a real, substantial reduction all at once, and consequently, actually trimmed to the quick."

Park S. Florea, for fourteen years secretary of the Associated Advertising Clubs of the World and who recently resigned, on November 1 will take over the Mountain Valley Water Co., 247 West Thirty-sixth street, New York City, which he purchased recently. During his management, the association has grown from almost nothing to a membership of 24,000 and has acquired a world influence.

The course of instruction on the Composition and Manufacture of Cosmetics, Toilet Preparations and Perfumes at the College of Pharmacy, 115 West 68th street, under the direction of Prof. C. P. Wimmer, began on September 27, with a class of forty, larger than in the previous season. The course is given on Tuesday evenings during a period of thirty weeks.

Values of foreign currencies as fixed by the United States Treasury Department as of Sept. 22: Austria, krone, \$0.0009; Belgium, franc, \$0.0712; Bulgaria, lev, \$0.007533; France, franc, \$0.0712; Germany, mark, \$0.009275; Greece, drachma, \$0.0528; Holland, florin or guilder, \$0.3127; Italy, lira, \$0.0417; England, pound sterling, \$3.7366; China, silver dollar, \$0.5365; Canada, dollar, \$0.901458; Cuba, peso, \$0.993971. The rates change daily.

That European essential oils as well as natural and synthetic aromatic perfumery products which have gone through such an extended decline incident to the post war readjustment period are destined to reach higher levels within the near future is the opinion reached by W. A. Walsh, of Morana, Incorporated, after a tour through England, France and Germany, which afforded him an opportunity to make exhaustive first hand study of conditions prevailing there.

At the beginning of the season for such articles as lavender, the growers had still a large stock left over from the high prices of last year, with quite disastrous results to them, and there has been considerable hesitancy on their parts to produce such oils, fearing no market therefor.

This same remark refers in a general way to the flower oils. Most of the Grasse houses have been afraid to produce any important quantity of flower oils, not having recovered from the severe decline of last year, and still having small stocks on hand.

But these stocks everywhere will not be sufficient to supply the demand in the event of any normal demand, and for this reason it is Mr. Walsh's opinion that all natural products with few exceptions will be distinctly higher before very long.

German manufacturers of synthetics used in the perfumery trade are apathetic. The chemicals and synthetics being offered by German manufacturers today are not quite up to pre-war quality, although with the depreciated value of the mark finished perfumery products of a quality comparing favorably with our own can be purchased for perhaps one-quarter the price. Germany's chances of regaining her remunerative trade in chemicals and synthetics, either in England or France, are remote, as the feeling between peoples of those countries will not subside for a generation. Austria occupies much the same position. Due to depreciated exchanges of surrounding countries, a severe economic crisis is felt in Switzerland.

"In France they have had, as everyone knows, a long period of declining prices," said Mr. Walsh, "this starting a few months later and was not quite so precipitate as our decline. While starting more slowly, it lasted longer than our depression. Here there was a distinct revival in June, due to the fact that consumers reached the end of their stocks. Prices in America become more stable at this time and as soon as some of them started to advance, manufacturers in need of stock were quite ready to listen to overtures having to do with the supplying of their future requirements.

"The greatest period of depression in France was during August. Perhaps the first indications of an improvement in conditions in France occurred in September, but the improvement was extremely scant, trade being only slightly better than in previous months.

"In Germany it was possible to buy spot synthetics, but the houses were all in an apathetic attitude and in some cases quite resentful to Americans. In attempting to speak English to one ex-German army officer, after finding that my pigeon German did not register, I received this answer: 'I used to speak English all the time before the war, but since the war I have forgotten every word of it.' The German houses were positive the present prices could not last as their cost of production while behind the actual depreciation of the mark was sympathetic to it and constantly rising.

"Germans felt that it was impossible to foresee the

future on account of the uncertainty of the French attitude and on account of the unsettled politics owing to the reparations and indemnities due. They felt it was not out of the bounds of possibility that a Communistic or Confiscating Socialistic party might arise on the present ruins. For this reason they were interested only in immediate deliveries and cash payments and not in promises of future business, and as a consequence individual sales, rather than future business, was considered. Few of the goods shown me were as good as in pre-war days.

"An idea of the purchasing value of the mark can be obtained from the fact that I bought in Germany in a department store, and the original sticker is still on the packages, two boxes of hair pomade perfumed with a high grade Lily of the Valley, made by Wolff & Sons, for 6 cents American money. We could not attempt to sell this at retail in this country for less than 60 cents per package. In Vienna I bought a number of two and four-ounce bottles of perfumes with finest cut glass bottles, leatherette boxes, silk lined and of the finest workmanship for a retail price of 52 cents to 73 cents. Not one of these packages could have been retailed in the United States for less than \$3 to \$10. The price was dependent upon the depreciation of the kroner, which at the time I was there was worth eleven kroner for one cent, and as retail prices are always a year behind the depreciation of the currency, this would mean that the price of 73 cents represents American value of the kroner a year previously or approximately three times the prices herein.

"An average advance of 10 per cent took place in quotations for essential oils and perfumery products in France and Germany between July first and the middle of September. Houses which were clamoring to sell at the low prices during July had undergone a total change of mental attitude by September when the feeling was that the worst features of the readjustment period were over. Some houses were not at all anxious to sell.

There seems to have been a confusion in many minds during the past year, assuming that a cessation of orders was a discontinuance of consumption.

As a natural result of oils decreasing in price everyone preferred to buy from hand to mouth, rather than find that directly after having placed an order that the same order could be placed at a more advantageous price to the buyer. This condition resulted in the manufacturer of perfumes and soap having a smaller stock than ever, the essential oil houses in New York now having a small stock, and France undergoing the same conditions both as to local perfumers and soap makers, and from her export connections, has failed to replenish her stock as heretofore, hesitating for fear she would be left with goods on hand with a market that would not consume them.

The result of all this is that as far as such oils as France imports, and for which she is the market for re-exportation, and also for such oils as are used in the various phases of manufacturing in France, she has absolutely no stocks and it is impossible to pick up important spot lots of any oils.

The text pages of the AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.

Percy C. Magnus, president of Magnus, Mabée & Reynard, Inc., New York celebrated a birthday anniversary at the Drug and Chemical Club, New York, on October 22, when he gave a lunch to a number of intimate friends. His two brothers, Joseph A. and Robert, who are associated with him in the business, presented him with a handsome seal ring bearing the family crest. Among the other gifts that Mr. Magnus received was a large humidor for cigars, and it will be placed on his desk within easy reach of all visitors.

Fred Rauch, special representative of Magnus, Mabée & Reynard, Inc., New York, will celebrate his sixth year with the firm November 1, when he will sail for England and the Continent. He will be away about two months and will devote his time largely to buying and selling operations for the firm.

Charles F. Garrigues Co., Inc., have moved their offices from 54 Wall street to rooms 714-715, Barrett Building, 40 Rector street. Telephone: Whitehall 1830.

The company announces that it has been appointed sole selling agents in the Eastern district for Chas. T. Perry Co., Helena, Mont., manufacturers of triple pressed stearic acid.

Verdict was returned in the New York Supreme Court recently in favor of the Pacific Coast Borax Co. against the Shippers' Navigation Co., Inc., as the result of a suit to recover damages to goods in transit experienced by the plaintiff. The award was \$676.37.

Solvay Process Co., of Syracuse industries, is now running on a 24-hour basis with a total production in excess of pre-war times. This month production has increased both at the Syracuse and Detroit plants to such an extent that it is now practically at capacity at both places.

Morana Incorporated of New York announces the opening of its new branch office in Mexico City under the direction of Herbert F. Croen, who is the company's only authorized agent in the Republic of Mexico. Morana Incorporated has established this branch at Apartado 1597, la de Lopez 6, Mexico D. F. The company proposes to carry stocks there for immediate delivery and samples of goods will be given.

The United States Circuit Court of Appeals handed down a decision Sept. 28 affirming the conviction on June 24, 1920, before Judge Gibbs in the District Court, of Henry F. Maresca, Giovanni Rubino and Charles De Angelis, officers and stockholders of the Gramatan Co., Inc., and the Herba Products Co., but found that several counts in the indictment were bad. The companies had a factory at 138 Prince Street for making hair tonic, and the defendants were charged with trafficking in alcohol in violation of the Federal War and Prohibition laws.

Judge Gibbs sentenced Maresca to terms of two years' imprisonment on six counts of the indictment and to pay fines of \$18,000. Rubino was sentenced to twenty months' imprisonment and fined \$13,000. De Angelis was sentenced to fifteen months' imprisonment and fined \$12,000. The Gramatan Co., Inc., was fined \$17,000, and the Herba Products Co. was fined \$17,000.

Patiscen Barber Supply Co., manufacturer of perfumery

and toilet preparations, has moved from Crete, Neb., to 238 North 13th street, Omaha, Neb. The move gives the company a larger territory, together with better business opportunities otherwise. M. C. Campanella is the general manager and I. L. Linderman is laboratory manager.

Cereal Soaps Co., 449 West 42nd street, New York, of which J. Macpherson is president, reports an increasing demand for its products, which, it is stated, are made from vegetable materials, without the use of fatty acids.

A Philadelphia society girl, Miss Peggy Thayer, is going into the retail perfumery trade, with business slogans of "perfumes and personality" and "cosmetics to match the complexion." Miss Thayer, who is following the precedent set by Mrs. Isabel Pallen and Mrs. Anita Fell, society women of New York, who opened perfume shops some time ago, is going into business because she thinks "every unmarried girl should learn to support herself." Miss Thayer also was influenced in her determination to enter business by the example of a pre-war friend, the Hungarian actress, Emelia Markue, who recently abandoned a high place on the stage to work as a producer in a soap factory in Budapest.

Wurster & Sanger is a new firm of Chicago chemical engineers, with headquarters at 5201 Kenwood avenue, in that city. The members have had considerable experience in the soap trade, Mr. Wurster having been with Lever Bros., Ltd., the M. Werk Co. and Morris & Co., while Mr. Sanger's connections have been with the Procter & Gamble Co. and Swift & Co., as well as other concerns in the industry.

Chicago Perfumery, Soap & Extract Association plans an active and enjoyable winter season. At its meeting on October 11 it decided to change its time and place of meeting weekly from Tuesdays at the Morrison Hotel to Wednesdays at the Elks' Club, where the members will have better quarters, with more space for their accommodation and improved facilities for speaking, entertainments, etc. It was decided to start the bowling season on Wednesday evening, October 19. The club has arranged to use the entire four alleys of the Elks' Club for every Wednesday evening during the winter.

Importers of perfumery and preparations entering into the manufacture of perfumes will be interested in a decision by the Board of United States General Appraisers, September 30, in which it is held that compound oils containing no alcohol are not taxable under the tariff provisions as perfumery. Protests of A. Bourjois & Co. and Emil Utard, of this city, against the collector's classification under paragraph 48 of the existing tariff act, with duty at the rate of 60 per cent ad valorem, are sustained in an opinion by Judge McClelland. After reviewing the evidence submitted by the importers the general appraiser reached the conclusion that the merchandise the subject of this controversy was improperly classified. He ruled that duty should have been taken at the rate of 20 per cent ad valorem as an aromatic preparation used in the manufacture of but not marketable as perfumery, under paragraph 49 of the tariff law. The collector was instructed to re-liquidate the entries accordingly, granting to the importers refunds for the excess tax imposed.

Mr. Pierre Cunisset, vice-president of Antoine Chiris Co., New York, and a director of the parent house in France, arrived September 21 on the *France*, accompanied by Mr. Leon Chiris. The latter gentleman is the son of Mr. George Chiris, head of the firm, and has been matriculated as a freshman in Princeton University, where he will pursue a three years' academic course.

Mr. Cunisset will remain here until about the middle of next month and will then sail for home.

He brought with him a reproduction of the trade mark which now appears in the Chiris advertisement on page 7, and concerning this, it is interesting to learn that this is the original trade mark of the firm, having been designed by Antoine Chiris, who founded the business in 1768, great grandfather of Mr. George Chiris. It was found recently in an old safe at the home office and will hereafter be used in all the firm's printed matter.

Richard M. Krause, 132 West 42nd street, New York, with plants at Richmond Hill, N. Y., and Chicago, Ill., publishes the first of an interesting series of advertisements on page 72 of this issue. Mr. Krause has won an enviable reputation with his seals and labels, and reports a very encouraging increase in business.

Mr. Walter Mueller, secretary of Morana, Inc., New York, sailed for Europe on the *Ryndam*, October 15. He will be away about two months on business and pleasure.

Announcement has been made by the Board of Trustees of the University of Pittsburgh of the appointment of Edward Ray Weidlein as director of the Mellon Institute of Industrial Research. Mr. Weidlein has been acting director since the recent resignation of Dr. Raymond Foss Bacon, and prior to that time, since 1916, he served as associate director. Dr. Bacon, who left to engage in consulting chemical practice in New York, succeeded Dr. Robert Kennedy Duncan, the first director and formulator of the Institute's successful system of practical co-operation between science and industry, upon the latter's death in 1914.

Among the Drug Show exhibitors at the recent annual meeting of the National Association of Retail Druggists, in Denver, were the following: Armour & Co.'s Soap Works; Colgate & Co., Melba Mfg. Co., Mennen Co., Meyer Bros. Drug Co., Palmolive Co., Pepsodent Co., Pompeian Co., United States Industrial Alcohol Co.

Peris Soap Products Co., Johnston, Pa., finds business so good that it has been obliged to put a night shift at work in its Morrellville plant. A. Peris is president of the company, Leo P. Gallucci is treasurer and E. W. Fens-termacher is secretary. The products of the concern include washing tablets, white naphtha soap, palm oil toilet soap, soap chips, soap powder, etc. Two 600-gallon kettles are in use, together with the latest soap making machinery and a steam heated drying room, which has greatly facilitated the production, but the company finds that it has expanded to its limit in the present quarters and the only way to increase the output is by the double turn.

Plans for an addition call for a three-story fire-proof structure and will be in accordance with the latest improvement in the soap manufacturing field. It is probable that construction will be started early next spring.

When the roll was called at the impressive ceremonies at the unveiling of the World War Memorial at Public School No. 9, in Brooklyn, one of the best and most progressive of the public schools of Greater New York, Edward Vincent Killeen, Jr., son of E. V. Killeen, vice-president of George Lueders & Co., did not answer. He was one of the graduates of the school who made the supreme sacrifice in the war and one of twenty-six heroes to whom the memorial was erected.

The memorial is in the form of an elaborately carved stone base terminating in a flagpole. The stone base is about six feet high. On the front is carved Lincoln's famous sentence: "We here highly resolve that these dead shall not have died in vain; that this nation under God shall have a new birth of freedom and that government of the people by the people for the people shall not perish from the earth." The names of twenty-six heroes are also carved on the stone.

The memorial was erected with funds raised by the children of the school. It was presented by the principal, William M. Rainey, who called the roll of the heroes to whom the shaft was dedicated.

Supreme Court Justice McAvoy of New York has granted an application by the Importers' Exchange, Inc., for an injunction restraining the Dainty Dabs Importing Co. from selling perfume in small packages designated as "Dainty Dabs," which are alleged to be similar to small bottles originated by the plaintiff and sold under the name of "Flaconettes." An affidavit by Richard Bennet stated that in August the plaintiff sold 28 dozen, containing every kind of perfume handled, to the Nassau Drug Co. of 66 Nassau street, and that the defendant corporation was organized on Aug. 25 with \$1,000 capital and that one of the incorporators is Victor Mishkin, who is associated with persons in the Nassau Drug Co.

We learn with much pleasure of the nomination for the Medal of Honor for the following: Jean Allègre, of J. & E. Sozio, Grasse, France, and M. Layet, cashier of the house of Antoine Chiris, Grasse, France. These two gentlemen have been with their respective firms for thirty years and are highly regarded by their compatriots in their center of the flower industry.

Joseph C. Bender, recently connected with the Newport Chemical Works, New York office, has become associated with the chemical department of Rockhill & Viotor, 22 Cliff street, New York City.

M. Straus has been elected a member of the board of directors of V. Vivaudou, New York City.

James N. Gamble, of the Procter & Gamble Co., is one of a group of men who are financing a bureau which has for its purpose the encouragement of the habit of reading the Bible. Newspapers all over the country are co-operating by printing a verse daily, until now millions of readers have their attention drawn each day to some thought from the Book of Books. The series has been begun in the Attleboro, Mass., *Sun*, which is responsible for this side-light on godliness and cleanliness.

The text pages of the AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.

James C. Crane, manufacturer of Elcaya face cream, is pictured in an interesting article on a "National Business That Grew from a Capital of \$4.50," in the September number of *Printers' Ink Monthly*. The trade is well aware of the substantial success achieved by Mr. Crane, who has gone ahead in pushing his preparation with consistent energy following conservative lines. The article says in part:

"It was in 1906, I think," said Mr. Crane, "that the subject of price cutting first came seriously to my attention. By that time the product was getting to be fairly well known. I was doing more or less advertising, employing demonstrators in retail stores, and conducting extensive sampling campaigns—also through the stores. Then one day Altman's telephoned that Siegel Cooper & Co. (then located across the street on Sixth avenue) were offering Creme Elcaya at 37 cents, the regular retail price being 50 cents. I had never sold Siegel Cooper a dollar's worth, but I sent somebody up there to buy all they had. In think he succeeded in getting possession of six jars—some ridiculously small quantity, anyway.

"It looked plain enough to me that this was merely an unfair attempt to use my product as bait, and at the same time attack a competitor—who happened to be my first customer. I didn't need any theory of price protection to see what that meant. Right then and there I resolved to discourage price-cutting to the best of my ability. Maybe it was a mistake. Maybe I would have made more money and sold more goods if I had followed a different scheme. But later on, when I became convinced that the price maintenance was of doubtful legality and abandoned all efforts to prevent price-cutting, Elcaya was very seldom cut. Why? Simply because it had become established as a product which could be sold at a profit. Some of the most notorious cut-rate stores in the country are selling Elcaya at the regular price right along, because everybody understands that it isn't necessary to cut it."

As a matter of fact, however, Mr. Crane's price maintenance activities were only incidental to a general merchandising policy which won the lasting good-will of the retailer because it was based upon a clear understanding of the retailer's requirements, as well as his problems. In the days when the theory of "forcing" the retailer was in vogue, and magazine pages were devoted to anti-substitution talk, Creme Elcaya was merchandised from the dealer's point of view. The advertising copy in newspapers and magazines was carefully worded to avoid any suggestion of the "big stick." Demonstrators were placed in many stores, and were under the control of the dealer as long as they remained. The millions of samples which have been distributed first and last have been for the most part handed out over the retail counter. And one of the cardinal principles of the business has been to avoid overloading the retailer's shelves with goods. For years Mr. Crane even went so far as to limit the quantity which would be sold to a customer, wholesaler as well as retailer. It is safe to say that as a merchandiser he has never lost the viewpoint of the retail clerk, and the new factory at Long Island City, the unsolicited orders and all the rest of it are perhaps traceable in no small degree to that fact. He regards the retailer as a co-worker—a partner as it were—instead of treating him as an object for exploitation.

"It may look like good business," he told me, "to

sell a block of shares to the retailer and then load him up with goods. But where a few concerns have succeeded with this policy, a good many more have failed. When the retailer is loaded up he gets so he hates the sight of the goods hanging around, and considers himself 'stung.' On the other hand, small quantities force him to order oftener, and he is likely to regard the product as a rapid seller, although it may not move quite so fast."

L. A. Wegenaar, who has been identified for many years with the selling of decorated tin boxes used in this industry, has joined the selling staff of the Metal Package Corp. of New York.

The Second Monthly Dinner of the Salesmen's Association of the American Chemical Industry was held October 20, at the Advertising Club, New York. Fred Signer, of the Butterworth-Judson Co. presided in the absence of President Burton T. Bush.

About 50 members were present and they enthusiastically received the excellent address by R. Warren Barrett, general solicitor for the Lehigh Valley R. R. who spoke on "The Dotted Line."

A Chicago perfume manufacturer advertises his stock in trade in a unique way. Back of the grating in his display window is a small electric motor revolving a set of fan blades which send the odor of perfume out into the street so that passersby can smell it. The odor naturally causes people to look in the window at the display. The perfume is kept on a pad back of the fan.—*Illustrated World*.

Whenever men engaged in the manufacture of soap gather together in sundry places to discuss what constitutes a suitable working day, if he happens to be present, H. Bartold of George Lueders & Co. Chicago branch, is likely to tell the story of how Manlius Bull, president of the Royal Crown Soaps, Ltd., of Winnipeg, Canada, and his friend, W. H. Cross played golf for twelve hours steadily, carrying their own clubs.

If some one objects that this is play, he is, of course, entitled to his opinion; but when two men, both over 70 years of age—and Mr. Bull is 72—get up early in the morning and begin playing golf at 6.15 a. m., and continue playing 72 holes all day long until 6.15 p. m., particularly over the difficult Bird's Hill course, the great majority of men will unhesitatingly stamp the feat as "work." According to Mr. Bartold, who is sponsor for the story, the feat is characteristic of both men; for both play as they work—hard.

John T. Milliken Co., of St. Louis, has elected the following officers: President, John D. Gillis; vice-president, Louis R. Milliken; secretary, John S. Lionberger; treasurer, U. L. Kemper; directors, the above and John G. Lonsdale, H. W. Loeb, Virgil M. Harris, Robert L. Hedges.

William Cordes, of the Florence Mfg. Co., this city, made a trip to Europe recently, combining business with pleasure. Mr. Cordes is president of the American Brush Manufacturers' Association.

The marriage of Miss Clara J. Selick to John Aldridge in Brooklyn, September 14, not only interested social friends in that part of the city, but in the perfumery trade, for the bride is the daughter of Mr. and Mrs. George Selick, the father being of the firm of C. H. Selick, manufacturing perfumer, 56 Leonard street, Manhattan, New York City. The wedding, which was at home, was solemnized by the Rev. John Lewis Clarke, of the Bushwick Avenue Congregational Church. The house was prettily decorated with autumn leaves and cut flowers. Miss Mabel Selick, a sister, was bridesmaid and another sister, Miss Elsa Selick, was maid of honor. The attendance was large, the gifts were handsome, costly and numerous. The reception was very enjoyable.

The employees of Innis, Speiden & Co., Inc., held their first annual picnic September 24, at Whitestone, L. I., and the affair was a great success. Starting from the office about 11 a. m. in sight-seeing busses, under perfect weather conditions and arriving at the picnic grounds in due course, the first event was a fine dinner at the hotel, music being furnished by an orchestra. Then there were speeches by officers and employees. The athletic program followed and dancing finished an enjoyable outing.

McCormick & Co., manufacturers of flavoring extracts, etc., Baltimore, held a reception for 700 of their friends in the grocery and other retail trades on September 24. Songs and dancing followed addresses by Willoughby M. McCormick, president of the company; Roberdeau A. McCormick, vice president, and Richard H. Bond, sales manager.

Colgate's Clock, published for the pleasure and interest of every one connected with Colgate & Co., New York and Jersey City, is at hand for October. Virginia S. Ransom, the Editor, has adorned the front page with a symbolic view, under the shadow of the famous largest clock and has filled the 24 pages with useful and pertinent articles, including specials written by outsiders and Colgate people on subjects appertaining to the perfume and toilet goods industry. Camp Colgate has double page illustrated views of the attractions and scenes at that popular resort, and pictures are printed of the Colgate boys at Camp Edwards, Sea Girt. Bowling, baseball and the Colgate band all receive attention and the girls of the perfumery division have their corner. The Pacific Coast and New Orleans sales forces are shown in half tones, as well as the "Best 'Better Baby.'" No less interesting is the mention of Colgate Service Day, October 18, when the roll of honor always is extended. The anniversary reveals some of the long timers, but there are others in the intervening years who are omitted:

50 Years—William Skinner, Cashier.

45 Years—Harry O. Barnes, New York City Sales.

40 Years—J. W. Robins, New York City Sales; John Bergman, Perfume Extract Department; Harry Muller, Box Factory.

35 Years—Sidney M. Colgate, Austen Colgate, George F. Adamson, Cost and Accounting Department; John Cochran, Framing and Stripping Department; Patrick McGurr, Shipping Department.

30 Years—L. W. Ransom, Sales; Harry J. Taylor, Sales; Robert Ballentine, Glycerine Department; Francis Nixon,

Glycerine Department, John Quinn, Office Building, Wendelin Trapp, Shipping Department.

25 Years—Edward M. Brueger, Insurance Department; Edward E. Broadhead, Order Department; Edith Fletcher, Statistical Department; Samuel McKnight, Ledger Division; F. E. Marvin, Sales; Charles Erwood, Cutting Department; George Hine, Stable; Josephine Welz, Perfumery Department.

Salesmen's Association of the Chemical Industry, at a meeting held in the Chemists' Club October 7, elected thirty-four new members, among them being six representatives of the Antoine Chiris Co. The association decided to hold a dinner at the Advertising Club on October 20.

American Cork Specialty Co. and American Cork Co. have merged with L. Mundet & Son, Brooklyn Borough, N. Y.

Capital stock increase this month: Harris Soap Co., Buffalo, N. Y., \$35,000 to \$100,000.

A petition in bankruptcy has been filed against the Frisch Toilet Mirror Co., Inc., 30-41 Borden Avenue, Long Island City, by Jeanette Fremark for \$225; Lillian Zahn, \$82, and Ruby Benjamin, \$400.

Many chemical and allied companies exhibited at the "Made-in-Carolinas" Exposition at Charlotte, N. C., Sept. 12 to 29. Among these were the Georgia Talc Co., Asheville and Talc Products Co., Glendon, N. C.

Thomas W. Balfe, canned goods buyer for Austin, Nichols & Co., has been appointed vice president and officer in charge of the Chicago house, succeeding Otto C. Mattern, who resigned.

Atlan Soap Works, Inc., a New York corporation, has filed a certificate in the office of the Secretary of State to operate in New Jersey from Jersey City in manufacturing soap, etc. The concern has a capitalization of \$5,000. The incorporators are Morris F. Pick, Joseph F. Pick and Louis Sattenspueil, all of Jersey City.

Whatever some folks may think about business, all ought to be optimistic, for which there are good reasons, it is worth noting that in September thirty-five new companies were chartered in the chemical and allied fields, with authorized capitalizations of \$7,450,000.

Joseph S. Lindemann, of Florette, Perfumers, 153 Rivington street, New York City, sailed for Europe on the steamship *Paris*, of the French line, October 5. He plans to spend two months in looking over his business interests in France and elsewhere on the continent.

Colgate & Co., New York, have been using page advertisements in the daily newspapers to show how they have been fighting down rising costs during the last six years, the result being that from 1915 to 1921 the prices of Colgate's soaps and toilet articles have increased only 25 per cent, as compared with food products, 41 per cent; clothing, 86 per cent; fuel and light, 99 per cent; house furnishings, 174 per cent. This showing was the result of a policy adopted when the upward trend began to aim at reducing costs, instead of trying to increase prices.

Mr. Julius Schmid, President of Julius Schmid, Inc., 344 West 38th street, New York, sailed October 8, on the *Rotterdam* for an extended business trip.

L. & E. Frenkel, Inc., 291-295 Broadway, New York, advise that they have been appointed American representative for Camilli, Albert & Laloue, Grasse, France. The French firm was established in 1830 and the present style was recently adopted when Mr. G. Laloue became associated with it. Mr. Laloue is a perfumery chemist of wide reputation, having been associated for ten years with a very large and well known Grasse house, whose bulletins he edited for a considerable period. Among his other literary works was the translation into French of "Volatile Oils" by Gilde-meister and Hoffman.

Camilli, Albert & Laloue manufacture a complete line of solid and liquid concrete floral essences, pomades, essential oils, etc. The American representatives, L. & E. Frenkel, Inc., have been established in New York for more than ten years as large exporters and importers, and they have their own office in Paris which is a great aid to them in supervising shipments of essential oils, etc., to the United States.

The perfumery supply department of the business is in charge of Jerome S. Ormont, who was for several years purchasing agent for Lanman & Kemp, New York, and later proprietor of the Ormont Chemical Co. He is familiar with raw materials and their use, and is very optimistic regarding the development of his new work.

Emil Feleur Laboratories, Inc., mentioned under "New Incorporations" in our September issue, is located at Greensburg, Pa., where it has its plant, with offices also in New York and San Francisco. The incorporators, whose names were not given in the trust company's report, are W. A. Fuller and C. H. Wegley.

Another new counterfeit \$20 Federal Reserve note has been reported. It is on the Federal Reserve Bank of Chicago and is described as of "amateurish workmanship" on a single sheet of paper without imitation of the silk fibre of the genuine. The most noticeable defect in the bill is the portrait of Cleveland, which lacks the light and shade effects of the steel engraving of a genuine note, and many fine engraved lines are omitted from its face.

BOOK REVIEWS

FACHWORTERBUCH FÜR DEN CHEMIKALIENHANDEL. (German-English and French-Spanish Dictionary for the chemical industry). Erwin Helltush. 6x9 inches, 398 pages. Cloth. 1921. Price on application.

This book is divided into five parts. In the first part common technical terms are given in parallel columns in German, English, French and Spanish. In the second part, German and English terms are given in parallel columns with a little more attention to detail, more terms being given than in the first part. The third part gives the same thing in German and French; and the fourth part gives it in German and Spanish. The fifth part is in the nature of an appendix in which common trade and shipping terms and abbreviations are compared in all four languages.

ANALYSIS OF RESINS, BALSAMS AND GUM RESINS. Dr. Karl Dieterich. Translated from the German. Second English Edition. London, 1921. Octavo, 6x9 inches, 430 pages. Olive cloth. Price, \$7.00.

The second English edition of this book was revised and

enlarged by H. B. Stocks. In part one, the origin, occurrence and collection of resinous substances and their reactions, their identification, their properties, solvents and uses are given fully. In part two various specific resins are discussed in detail; and a special chapter is devoted to gum resins. A bibliography is an important addition to the work.

HENLEY'S TWENTIETH CENTURY HOME AND WORKSHOP FORMULAS, RECIPES AND PROCESSES. Octavo, 6x9 inches, 807 pages. Revised and enlarged, 1921. Red cloth. Price, \$4.00.

Over 10,000 selected scientific, chemical, technological and practical recipes and processes are included in this book. It is compiled to give recipes for the manufacture of all sorts of useful articles for everyday use tersely but adequately. It covers every branch of the useful arts. An alphabetical arrangement of the contents makes the location of any desired formula easy.

NEW INCORPORATIONS

George M. Beringer, Inc., Camden, N. J., drugs, toilet articles, chemical preparations, etc., \$500,000 capital stock, has been incorporated by George M. Beringer Sr.; George M. Beringer, Jr., and John R. Randolph, all of Camden.

Maryland Soap Co., Inc., Wilmington, manufacture of soap, soap powders, etc.; \$500,000 capital stock, has been incorporated in Delaware.

Regal Mfg. Co., insect powder, \$200,000 capital stock has been incorporated in Delaware by Ray M. Dunnett, H. L. Dunnett, Frank D. Auwarter, Kansas City, Mo.

Herman Extract Corp., Manhattan Borough, New York City, beverages and extracts, \$10,000 capital stock, has been incorporated by W. Frankel E. Lemberger, C. Suss; attorney, P. Englander, 41 East 42 street.

Antiseptic Toilet Products Corporation, Boston druggists' specialties and sanitary appliances, \$10,000 capital stock, has been incorporated by Augustine R. Leahy, Edmund F. Leahy and George J. Spang, all of Boston.

M. C. M. Co., Manhattan Borough, New York City, perfumeries, \$140,000 capital stock, has been incorporated by P. Moore, S. S. Bigelow, A. A. Bredy; attorneys, Coudert Bros., 2 Rector street.

Peerless Products Co. manufacture of soaps, candles, etc., \$55,000 capital stock, has been incorporated in Delaware by F. R. Hansell, J. Vernon Pimm, E. M. MacFarland, Philadelphia.

Kranich Chemical Co., Brooklyn Borough, New York City, soaps, chemical, etc., \$20,000 capital stock has been incorporated by August Kranich and Herbert Kranich, 115 Ninth street, Brooklyn, and J. G. Turnbull, Manhattan.

Welsey & Co., Brooklyn Borough, New York City, oils and greases, \$20,000 capital stock, has been incorporated by M. V. and R. S. Velsey, F. M. Hill; attorney, E. J. Treacy, 15 Park Row.

Correa, Manhattan Borough, New York City, make toilet preparations, \$10,000 capital stock, has been incorporated by J. A. Correa, M. U. Wallach, J. Cooke; attorney, A. B. Nathan, 110 William street.

German Co., Hackensack, N. J., perfumes and other chemical products \$50,000 has been incorporated by Anthony Ballarini, of Lodi; Joseph Gerety, of Shelton, Conn.; John Rocciola, of Lodi, and Frank Di Stasi, of Emerson, N. J.

Red Star Laboratories, Inc., Chicago, manufacture chemicals, soaps and perfumes, \$75,000 capital stock, has been incorporated in Illinois by R. A. Murphy, G. W.

Andrews and William R. Swissler, all of Chicago, Ill. Orange Smash Co., Dover, Del., manufacture flavors, \$1,000,000 capital stock, has been incorporated in Delaware by W. S. Scott, R. D. Johnston, N. Welsh of Birmingham, Ala.

Bang-Go Soap Mfg. Co., \$20,000 capital stock, has been incorporated in Delaware by L. L. Gunn, R. E. Yarbrough, W. F. McDonald, Meridian, Miss.

Kongo Products Co., soaps, hair tonics, \$150,000 capital stock, has been incorporated in Delaware for clients by the Capital Trust Co., of Delaware.

Benton Mfg. Co., Chicago chemicals, medicines, extracts, etc., \$5,000 capital stock, has been incorporated by Sidney Risco, Rupert Perböhner, Solomon P. Roderick, Correspondent, Sol P. Roderick, 105 North Clark street.

Just Soap Mfg. Co., Kearney, N. J., acquire lands and erect buildings for manufacturing and dealing in soap, soap products and by-products, oils, both vegetable and mineral, etc., \$25,000 capital stock, has been incorporated by Jacob B. Cohen, of New York City; Lovett A. Grant, of East Orange, and William M. Grant, of East Orange.

Raeder Perfumery Co., Manhattan Borough, New York City, \$10,000 capital stock, has been incorporated by V. G. Steinfeld. L. Beil, L. Allers; attorney, S. & D. Biel, 27 Cedar street.

Orangola Corporation, food products and flavoring extracts, \$100,000 capital stock, has been incorporated in Delaware.

New Jersey Alcohol Distilling Co., Perth Amboy, N. J., \$50,000 capital stock, has been incorporated by Harry C. Hand, Austin H. Smith, James Lindsay, Jersey City.

Bingo Chemical Co., Chicago manufacture and deal in chemical cleaners, polishes, etc., \$50,000 capital stock, has been incorporated by J. P. Davidonis, Mary Jurgelonis, Andrew J. Bloomberg and Kleofas Jurgelonis. Correspondent, Kleofas S. Jurgelonis, 1739 South Halsted street.

Mijets Perfume Co., Manhattan Borough, New York City, \$10,000 capital stock, has been incorporated by D. W. Mayes, L. A. Vandyk, J. A. Trimble; attorney, F. A. Hutson, 41 Park Row.

Dr. H. Bylans Laboratory, Brooklyn Borough, New York City, dental supplies, \$6,000 capital stock, has been incorporated by S. M. Rutledge, G. C. Emery, H. J. B. Bylan; attorneys, E. M. & P. Grout, 115 Broadway.

F. R. A. G. Corp., Dover, make toilet articles, \$1,000,000 capital stock, has been incorporated in Delaware by Arnulfo Mendoza, Ralph Mendoza, S. F. Peavy, Jr., New York.

O'Neill, Meier & Co., Inc., Wilmington, manufacture and deal in soaps, chemicals, etc., \$1,000,000 capital stock, has been incorporated in Delaware.

Parker Sanlo Co., Inc., Rochester, N. Y., manufacture toilet articles, \$1,500 capital stock, has been incorporated by Theodore G. Parker, Percival H. Case, Edward L. Cook, Sidney K. Backus, all of Rochester; Albert J. Birmingham, Sea Breeze.

Marcel Freres, Rutherford, N. J., perfumers, \$100,000 capital stock, has been incorporated in New Jersey by William H. Welsh, Arthur H. Schmid, Chicago; William A. Schmitt, Rutherford.

Le Blume Import Co., Manhattan Borough, New York City, drugs and perfumery manufacture, \$100,000 capital stock, has been incorporated by Leo Blume, 2 West 86th street, and A. H. Cohn; attorney, B. Sommer, 1 Madison avenue, New York City.

IN MEMORIAM FOR DEPARTED FRIENDS

ACKER, CHARLES ERNEST, former vice-president of Acker Process Co., Niagara Falls, at Ossining, October, 1920.

BLACK, ROSS W., pioneer in barbers' supplies and perfumery business, Pittsburgh, Pa., October, 1913.

KILLEEN, EDWARD VINCENT, JR., son of E. V. Killeen, vice-president of George Lueders & Co., died in the service of his country, October, 1918.

MACHESKI, WM. J., with American Can Co. New York, killed in action in France, October, 1918.

MENNEN, MRS. ELMA C., president of the Mennen Chemical Co., Newark, N. J., October, 1917.

MONTALAND, LOUIS, of Montaland, Seve, Lefevre & Co., Hyeres, France, died in the service, October, 1918.

ROWLEY, WALTER E., with National Aniline Chemical Co., New York, October, 1920.

SHULDHAM, VICTOR L., with Innis, Spieden & Co., New York City, at Plainfield, N. J., October, 1920.

UMNEY, JOHN CHARLES, F. C. S., Ph.C., editor, author and essential oil authority, London, Eng., October, 1919.

WEBB, JAMES A., of James A. Webb & Sons, cologne spirits, New York City, October, 1910.

WEINGARTNER, EDWARD, president of the Arabol Manufacturing Co., New York, October, 1917.

George Frederick Morgan, Jr.

George Frederick Morgan, Jr., vice-president of Enoch Morgan's Sons Co., manufacturers of soaps, died on September 29, after a short illness. Mr. Morgan was born in New York City, September 29, 1896, and had lived here all his life. He was the son of George Frederick Morgan and Helen de Wolfe. He was a graduate of Princeton University, 1918, but leaving before the end of his course, he enlisted voluntarily in the Army and served in the Field Artillery Central Officers Training School at Camp Taylor, Kentucky. He entered the employ of the company early in 1919, later becoming vice-president. Besides his parents he is survived by an elder brother.

Emil Wolff

Emil Wolff, one of the leading perfumers and soapmakers of Germany, died at his home in Düsseldorf, Germany, recently at the age of 73 years.

Mr. Wolff started in business October 1, 1889 with a capital of only \$200; and built up one of the largest firms in the line. He was always active in trade affairs and at one time was president of the Soap Manufacturers Association of Germany.

The funeral services were attended by civil and military organizations of his native city and by many prominent men throughout this country. One of his sons is George Frederick Wolff of Los Angeles, Cal., who will sail shortly to take charge of the business.

Obituary Notes

The Erasmic Co., Warrington, England, announces the death of its esteemed director, A. V. Baxter, which occurred September 6, while he was in Rio de Janeiro, whither he had gone during a business visit to South America.

Word has been received from the Compania Nacional de Perfumeria, Havana, Cuba, of the death of the founder of that house, Mr. Ramon Crusellas, who passed away on September 12.

PATENTS AND TRADE MARKS

 58905	 59045	 59104	 59113	ENCHANTMENT 117447	 De Luxe 133291	 CLONO 151809	 CRASSO 125145	 BRAND 125518	 SENSATION 131333	 133180
 58906	 59046	 59105	 59114	 Hainone 134974	 133662	 135164	 152164	 136528	 137631	 138942
 58909	 59047	 59106	 59115	 133580	 142159	 140048	 140359	 145520	 139737	 139737
 59088	 59089	 59090	 59091	 145930	 146355	 146357	 146359	 145982	 145662	 145662
 59089	 59090	 59091	 59092	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59090	 59091	 59092	 59093	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59091	 59092	 59093	 59094	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59092	 59093	 59094	 59095	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59093	 59094	 59095	 59096	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59094	 59095	 59096	 59097	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59095	 59096	 59097	 59098	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59096	 59097	 59098	 59099	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59097	 59098	 59099	 59100	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59098	 59099	 59100	 59101	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59099	 59100	 59101	 59102	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59100	 59101	 59102	 59103	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59101	 59102	 59103	 59104	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59102	 59103	 59104	 59105	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59103	 59104	 59105	 59106	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59104	 59105	 59106	 59107	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59105	 59106	 59107	 59108	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59106	 59107	 59108	 59109	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59107	 59108	 59109	 59110	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59108	 59109	 59110	 59111	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59109	 59110	 59111	 59112	 146355	 146357	 146359	 145982	 145662	 145662	 145662
 59110	 59111	 59112	 59113	 146355	 146357	 146359	 145982	 145662	 145662	 145662

NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in

Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

Of the trade-marks listed, those whose numbers are

preceded by the letter "M" have been granted registration under the Act of March 19, 1920. The remainder are those applied for under the Act of February 20, 1905, and which have been passed to publication.

The Designs Patented are those whose numbers are in the "50,000" series.

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,
Perfumer Pub. Co. 14 Cliff St., New York.

TRADE-MARK REGISTRATIONS GRANTED

Act of February 20, 1905

145,985.—Dyestuffs, Intermediates, and Certified Food-Colors. National Aniline & Chemical Company, Inc., New York, N. Y. Filed Dec. 1, 1920. Serial No. 140,502. Published May 10, 1921.

145,986.—Hair-Dressing Preparations. T. Noonan & Sons Co., Boston, Mass. Filed Nov. 27, 1920. Serial No. 140,345. Published May 10, 1921.

145,990.—Toilet Preparations—viz., Face-Powder. Parfumerie Lournay, Inc., New York, N. Y. Filed Nov. 24, 1920. Serial No. 140,143. Published May 10, 1921.

145,994.—A Preparation for the Hair and Scalp. William F. Marshall, Marion, Ind. Filed June 28, 1920. Serial No. 134,319. Published May 10, 1921.

145,996.—Beauty-Cream. Kathleen Mary Quinlan, New York, N. Y. Filed Nov. 10, 1920. Serial No. 139,461. Published April 12, 1921.

145,997.—Certain Named Toilet Preparations. Kathleen Mary Quinlan, New York, N. Y. Filed Nov. 10, 1920. Serial No. 139,462. Published May 3, 1921.

145,998.—Foot-Powder. Dr. Theodore Schondau, El Paso, Texas. Filed Nov. 1, 1920. Serial No. 139,056. Published May 3, 1921.

145,999.—Preparation for Scalp Diseases. Cloma Hastings Scott, Omaha, Nebr. Filed Nov. 1, 1920. Serial No. 139,057. Published Apr. 12, 1921.

146,008.—Face-Powder. James F. Sullivan, Camden, N. J. Filed Nov. 5, 1920. Serial No. 139,231. Published Apr. 26, 1921.

146,009.—Tooth-Paste. James F. Sullivan, Camden, N. J. Filed Nov. 5, 1920. Serial No. 139,232. Published Apr. 26, 1921.

146,013.—Certain Named Toilet Preparations. V. Vivaudou, Inc., New York, N. Y. Filed Nov. 26, 1920. Serial No. 140,223. Published May 10, 1921.

146,019.—Perfumes. Gerard M. Wildes, New York, N. Y. Filed Nov. 9, 1920. Serial No. 139,435. Published Apr. 12, 1921.

146,086.—Hair-Tonic. James G. Emerson, Erie, Pa. Filed Jan. 15, 1920. Serial No. 127,171. Published May 3, 1921.

146,088.—Hair-Grower. Mosella File, Winston-Salem, N. C. Filed Dec. 4, 1920. Serial No. 140,587. Published May 10, 1921.

146,090.—Liquid Face-Powder. Estelle B. Finlayson, Ossining, N. Y. Filed December 3, 1920. Serial No. 140,560. Published May 10, 1921.

146,104.—Perfumes, Toilet Waters, Toilet Creams, Tissue-Tonics, Face-Powders, Talcum Powders, and Shampoos. Heinrich Chemical Company, Minneapolis, Minn. Filed Nov. 22, 1920. Serial No. 139,969. Published May 17, 1921.

146,112.—Certain Named Toilet Preparations and the Like. A. E. Kiesling, Houston, Tex. Filed June 12, 1919. Serial No. 119,521. Published June 8, 1920.

146,114.—Hair-Pomade and Treating-Oil. Lecian's, Paducah, Ky. Filed Nov. 22, 1920. Serial No. 139,985. Published May 17, 1921.

146,117.—Face-Cream, Face-Powder, Talcum Powder, Liquid Bloom, Tooth-Paste, Shampoo, Rouge, Hair-Dressing, and Depilatory. The Mariet Company, Chicago, Ill. Filed January 24, 1921. Serial No. 142,713. Published April 19, 1921.

146,128.—Perfumes, Toilet Waters, Sachet, and Sachet-Powders. Parfumerie Houbigant, Paris, France, assignors to Houbigant, Inc., New York, N. Y., a Corporation of New York. Filed Nov. 12, 1920. Serial No. 139,572. Published May 10, 1921.

146,129.—Toilet Preparations—viz., Face-Powder. Parfumerie Lournay, Inc., New York, N. Y. Filed Nov. 24, 1920. Serial No. 140,134. Published May 10, 1921.

146,130.—Toilet Preparations—viz., Face-Powder. Parfumerie Lournay, Inc., New York, N. Y. Filed Nov. 24, 1920. Serial No. 140,141. Published May 10, 1921.

146,131.—Toilet Preparations—viz., Face-Powder. Parfumerie Lournay, Inc., New York, N. Y. Filed Nov. 24, 1920. Serial No. 140,135. Published May 10, 1921.

146,132.—Toilet Preparations—viz., Face-Powder. Parfumerie Lournay, Inc., New York, N. Y. Filed Nov. 24, 1920. Serial No. 140,142. Published May 10, 1921.

146,137.—Hair-Remover and Face-Cleanser. Rosa Schoenholz, San Francisco, Cal. Filed Dec. 20, 1920. Serial No. 141,331. Published May 17, 1921.

146,140.—Face-Powders, Rouges, Eyebrow-Pencils, Compacts, Lip-Salve, Lip-Rouge, and Nail-Polish. Julius Schmid, Inc., New York, N. Y. Filed March 22, 1917. Serial No. 102,359. Published June 8, 1920.

146,145.—Perfumes, Toilet Waters, and Face-Powders. Frederick Stearns & Co., Detroit, Mich. Filed Nov. 29, 1920. Serial No. 140,378. Published May 10, 1921.

146,149.—Medicinal Preparation for the Treatment of the Hair and Scalp. Anthony J. Trasso, New York, N. Y. Filed Nov. 13, 1920. Serial No. 139,639. Published May 10, 1921.

146,153.—Natural Oil of Flowers, Leaves, Roots, Stems, and Gums Used for Scenting Purposes. Ungerer & Company, Inc., New York, N. Y. Filed Nov. 18, 1920. Serial No. 139,822. Published May 17, 1921.

146,169.—Talcum Powder, Face Powder, Toilet Extract, Toilet Water, Rouge, Sachet, Bath-Salts, Tooth Powder, and Perspiration Powder. A. P. Babcock Company, New York, N. Y. Filed October 5, 1920. Serial No. 137,908. Published April 26, 1921.

146,186.—Hair Tonic, Perfume, Toilet Water, Talcum, Rouge, Face Powder, Cold Cream, and Vanishing Cream. Herman W. Brizman, Cleveland, Ohio. Filed October 16, 1920. Serial No. 138,370. Published April 12, 1921.

146,194.—Essences, Fruit-Oils, and Syrup for Beverages of Less Than One-Half of One Per Cent Alcohol, By Volume. Chemical Works Flora, Dubendorf, Switzerland. Filed December 28, 1920. Serial No. 141,552. Published May 31, 1921.

146,197.—Foot Powder and Deodorant. Frank W. Clark, Los Angeles, Calif. Filed April 8, 1920. Serial No. 130,802. Published April 26, 1921.

146,213.—Certain Named Toilet, Medicinal, and Pharmaceutical Preparations. Cecil T. Duncan, Quincy, Mass. Filed August 20, 1920. Serial No. 136,291. Published May 17, 1921.

146,224.—Mouth-wash, Tooth-Powder, and Tooth-Paste. Wilfred E. Filteau, Boston, Mass. Filed July 12, 1920. Serial No. 134,814. Published April 12, 1921.

146,236.—Certain Named Toilet and Pharmaceutical Preparations. M. Martin Gordon, Chicago, Ill. Filed October 30, 1920. Serial No. 138,988. Published May 17, 1921.

146,238.—Certain Named Toilet Preparations. Frances H. Green, New York, N. Y. Filed June 8, 1920. Serial No. 133,416. Published May 3, 1921.

146,244.—Hair Tonic. Harrods (North America) Ltd., New York, N. Y. Filed October 20, 1920. Serial No. 138,563. Published April 26, 1921.

146,270.—Certain Named Remedy for the Scalp and Hair. Julius C. Kelley, Birmingham, Ala. Filed April 8, 1920. Serial No. 130,835. Published May 3, 1921.

146,284.—Certain Named Toilet Preparations. Kora M. Lublin, New York, N. Y. Filed April 15, 1920. Serial No. 131,181. Published April 5, 1921.

146,286.—A Hair Dressing. Luthfar Rahman, Chicago, Ill. Filed November 20, 1920. Serial No. 139,909. Published April 26, 1921.

- 146,301.—Preparations for the Hair and Scalp. Viola B. Mullins, Jacksonville, Fla. Filed October 5, 1920. Serial No. 137,953. Published May 17, 1921.
- 146,322.—Perfumes, Toilet Waters, Face Powders, Liquid Lotion for the Skin, Sachets, Sachet Powders, and Brilliantine. Parfumerie Houbigant, Paris, France, assignor to Houbigant, Inc., New York, a Corporation of New York. Filed November 12, 1920. Serial No. 139,574. Published May 10, 1921.
- 146,323.—Perfumes, Toilet Waters, Sachet, and Sachet Powders. Parfumerie Houbigant, Paris, France, assignor to Houbigant, Inc., New York, N. Y., a Corporation of New York. Filed November 12, 1920. Serial No. 139,573. Published May 10, 1921.
- 146,331.—Preparation for Removing Hair. M. H. Pharmacal Co., (Inc.), Chicago, Ill. Filed October 11, 1920. Serial No. 138,186. Published April 19, 1921.
- 146,332.—Henna Shampoo. Philo Hay Company, Newark, N. J. Filed October 15, 1920. Serial No. 138,336. Published April 12, 1921.
- 146,337.—Cocoanut-Oil. The Procter and Gamble Company, Cincinnati, Ohio. Filed February 5, 1921. Serial No. 143,218. Published May 24, 1921.
- 146,369.—Perfumery, Facial Paints, Dentifrices, and Coloring Tinctures. Societe Anonyme Parfumerie Savonnerie Gilot, Paris, France. Filed October 6, 1920. Serial No. 138,024. Published April 26, 1921.
- 146,412.—Hair Tonics. Yvette Co., New York, N. Y. Filed February 12, 1920. Serial No. 128,336. Published May 17, 1921.
- 146,698.—Hair Tonic. Guiseppe Buonaiuto, New York, N. Y. Filed November 10, 1920. Serial No. 139,448. Published May 24, 1921.
- 146,704.—A Face Lotion. Elmer Carpenter, Harvard, Ill. Filed November 17, 1920. Serial No. 139,738. Published May 24, 1921.
- 146,706.—Olive-Oil. Angel Gabriel, Del Castillo, Seville, Spain. Filed November 5, 1920. Serial No. 139,197. Published May 24, 1921.
- 146,717.—Perfumes, Toilet Waters and Brilliantine, Including Perfumes for Face Powders, Sachet Powders, Lotions, Soap, and Dentifrices. Francois Joseph de Spoturno Coty, Suresnes, France. Filed November 2, 1920. Serial No. 139,079. Published May 24, 1921.
- 146,719.—Perfumes and Toilet Waters. Francois Joseph de Spoturno Coty, Suresnes, France. Filed November 2, 1920. Serial No. 139,080. Published May 24, 1921.
- 146,742.—Vanilla Extract. Richard Frank, New York, N. Y. Filed March 5, 1921. Serial No. 144,318. Published June 7, 1921.
- 146,750.—Flavoring Vanilla, a Fluid Extract Used to Flavor Food. Gibson Commercial Co., Salt Lake City, Utah. Filed November 1, 1920. Serial No. 139,036. Published May 31, 1921.
- 146,753.—Shampoo, Toilet Powder and Toilet Cream. Graham Bros. Soap Company, Chicago, Ill. Filed November 20, 1920. Serial No. 139,886. Published May 24, 1921.
- 146,755.—Olive-Oil. Marti y Gutierrez, Seville, Spain. Filed March 9, 1920. Serial No. 129,461. Published May 24, 1921.
- 146,759.—Face Lotions and Hair Tonics. Dr. Joseph Haas, New York, N. Y. Filed June 28, 1920. Serial No. 134,314. Published May 24, 1921.
- 146,772.—Perfumes, Toilet Waters, Face Powders, Lotions for the Skin and Hands, Sachet, Sachet Powders, and Brilliantine. Parfumerie Houbigant, Paris, France, assignors to Houbigant, Inc., New York, N. Y., a Corporation of New York. Filed November 23, 1920. Serial No. 140,037. Published May 24, 1921.
- 146,776.—Hair Dressing. Hyman & Oppenheim, New York, N. Y. Filed November 24, 1920. Serial No. 140,115. Published May 24, 1921.
- 146,781.—Hair Restorer. John W. Jones, Fletcher, Okla. Filed December 11, 1920. Serial No. 140,946. Published May 24, 1921.
- 146,792.—Face Powder. Fannie Knights, Wichita, Kans. Filed December 23, 1920. Serial No. 141,461. Published May 24, 1921.
- 146,806.—Face Powder in Paste Form. Magic Beautifier Company, New York, N. Y. Filed November 1, 1920. Serial No. 139,042. Published May 24, 1921.
- 146,824.—Hair Pomade. Newbro Manufacturing Company, Atlanta, Ga. Filed November 10, 1920. Serial No. 139,471. Published May 24, 1921.
- 146,834.—Nail-Polish in Powder Form. Irving R. Parsons, Chicago, Ill. Filed November 29, 1920. Serial No. 140,399. Published May 24, 1921.
- 146,848.—Preparation Promoting the Growth of the Hair. Samuel Pozmantier, New York, N. Y. Filed November 4, 1920. Serial No. 139,170. Published May 24, 1921.
- 146,854.—Vegetable Oils and a Combination of Vegetable Oils and Animal Fats for Food Purposes. The Rogers Company, Tacoma, Wash. Filed September 18, 1920. Serial No. 137,333. Published June 14, 1921.
- 146,864.—Cold-Creams, Vanishing Creams, Toilet Waters, Hair Dressings, General and Medicinal Tonics. Emil D. Schneider, Memphis, Tenn. Filed November 1, 1920. Serial No. 139,055. Published May 24, 1921.
- 146,869.—A Tonic Used in the Treatment of the Hair and Scalp. Lennie Simmons, Dallas, Tex. Filed November 22, 1920. Serial No. 139,991. Published May 24, 1921.
- 146,901.—Certain Named Toilet Preparations. V. Vivaudou, Inc., New York, N. Y. Filed November 26, 1920. Serial No. 140,221. Published May 24, 1921.
- 146,902.—Tooth Pastes. V. Vivaudou, Inc., New York, N. Y. Filed November 26, 1920. Serial No. 140,222. Published May 24, 1921.
- 146,913.—Certain Named Toilet Preparations. The J. B. Williams Company, Glastonbury, Conn. Filed July 6, 1920. Serial No. 134,617. Published May 24, 1921.
- 146,950.—A Hair-Tonic and a Preparation to Straighten and Give Life to Obstinate Hair. Mrs. Alberta Batts, Detroit, Mich. Filed March 16, 1920. Serial No. 129,772. Published May 31, 1921.
- 146,953.—Pharmaceutical and Toilet Preparations. Henry Geo. Bitters, Chicago, Ill. Filed August 25, 1919. Serial No. 121,967. Published May 24, 1921.
- 146,955.—Perfumes and Face Powders. Kitchell M. Boorman, New York, N. Y. Filed January 22, 1921. Serial No. 142,579. Published June 14, 1921.
- 146,964.—Salad-Oils Produced From Cotton-Seed. Capitol Refining Co., South Washington, Va. Filed December 21, 1920. Serial No. 141,357. Published June 14, 1921.
- 146,966.—Brilliantine, Face Powder, Face Cream, Toilet Water, Perfume, Sachet and Talcum Powder. Cheramy, Incorporated, New York, N. Y. Filed January 21, 1921. Serial No. 142,554. Published June 14, 1921.
- 146,972.—Cold Cream, Vanishing Cream, Rouge, and Foot Relief in Form of a Massage Cream. Ida R. Cook, St. Louis, Mo. Filed October 1, 1920. Serial No. 137,805. Published May 31, 1921.
- 146,974.—Perfumes, Toilet Waters, Face Powders, Sachet Powders, Lotion for Skin and Hair, and Brilliantine. Francois Joseph de Spoturno Coty, Suresnes, France. Filed October 27, 1920. Serial No. 138,837. Published May 24, 1921.
- 146,975.—Perfumes, Toilet Waters, and Brilliantine. Francois de Spoturno Coty, Suresnes, France. Filed October 27, 1920. Serial No. 138,838. Published May 24, 1921.
- 146,976.—Perfumes, Toilet Waters, and Brilliantine. Francois Joseph de Spoturno Coty, Suresnes, France. Filed October 27, 1920. Serial No. 138,839. Published May 24, 1921.
- 146,977.—Perfumes, Toilet Waters, and Brilliantine. Francois Joseph de Spoturno Coty, Suresnes, France. Filed October 27, 1920. Serial No. 138,840. Published May 24, 1921.
- 146,978.—Perfumes, Toilet Waters, and Brilliantine. Francois Joseph de Spoturno Coty, Suresnes, France. Filed October 27, 1920. Serial No. 138,841. Published May 24, 1921.
- 146,979.—Perfumes, Toilet Waters, and Brilliantine. Francois Joseph de Spoturno Coty, Suresnes, France. Filed October 27, 1920. Serial No. 138,843. Published May 24, 1921.
- 146,980.—Perfumes, Toilet Waters, Face Powders, Sachet Powders, Lotions for the Skin and Hair, and Brilliantine. Francois Joseph de Spoturno Coty, Suresnes, France. Filed October 27, 1920. Serial No. 138,845. Published May 24, 1921.

146,981.—Perfumes, Toilet Waters, Face Powders, Sachet Powders, Lotions for the Skin and Hair, and Brilliantine. François Joseph de Spoturno Coty, Suresnes, France, Filed October 27, 1920. Serial No. 138,846. Published May 24, 1921.

147,000.—Commodity for Removing Dye From Hair. Hyman & Oppenheim, New York, N. Y. Filed October 21, 1920. Serial No. 138,639. Published May 24, 1921.

147,003.—Tooth-Paste. Kaffir Chemical Laboratories, Omaha, Nebr. Filed December 2, 1920. Serial No. 140,533. Published May 31, 1921.

147,004.—Castor-Oil. Spencer Kellogg & Sons, Inc., Buffalo, N. Y. Filed July 30, 1920. Serial No. 135,603. Published May 24, 1921.

147,005.—Certain Named Toilet Preparations. Lucretia Bentley Kerlin, Chester, Pa. Filed December 13, 1920. Serial No. 141,001. Published May 31, 1921.

147,007.—A Talcum Powder, Facial Cream, Face Powder, Talc, and a Tissue Builder, (Massage Cream.) Lady Christabel Company, Norfolk, Va. Filed August 4, 1919. Serial No. 121,247. Published May 24, 1921.

147,012.—Certain Named Medicines, Chemicals, and Pharmaceutical Preparations. Meyer Brothers Drug Company, St. Louis, Mo. Filed October 14, 1920. Serial No. 138,291. Published May 31, 1921.

147,020.—Hair Tonic. Clarissa Lizzie Riley, Canton, Miss. Filed December 10, 1920. Serial No. 140,901. Published May 31, 1921.

147,022.—Face Powders, Face Creams, Face Powder Compacts, and Perfumes. Justo J. Rodriguez, Scranton, Pa. Filed December 16, 1920. Serial No. 141,188. Published May 31, 1921.

147,025.—Toilet Waters, Perfumes, Massage Creams, and Shampoo Preparations. Abraham Salikof, Philadelphia, Pa. Filed November 17, 1920. Serial No. 139,760. Published May 31, 1921.

147,030.—Certain Named Toilet and Pharmaceutical Preparations. Sanitol Chemical Laboratory Co., St. Louis, Mo. Filed November 23, 1920. Serial No. 140,071. Published May 31, 1921.

147,074.—Hair Tonic for the Treatment of Diseases of the Hair and Scalp. John Hart Brittain Inc., New York, N. Y. Filed December 30, 1920. Serial No. 141,663. Published June 14, 1921.

147,084.—Tooth Powder. Fred W. Clements, Rochester, N. Y. Filed October 22, 1920. Serial No. 138,665. Published May 24, 1921.

147,085.—Perfumes and Incense, Both in Solid Form. Clover Products Corporation, Los Angeles, Cal. Filed January 26, 1921. Serial No. 142,778. Published June 14, 1921.

147,087.—Dental Cream. Murray C. Drake, Binghamton, N. Y. Filed October 23, 1920. Serial No. 138,709. Published June 7, 1921.

147,093.—Certain Named Toilet Preparations. Estasi Perfumery Co., Inc., New York, N. Y. Filed November 18, 1920. Serial No. 139,791. Published June 14, 1921.

147,095.—Hair Grower, Vegetable Shampoo, and Tetter-Balm. Sallie B. Fields, Hampton, Va. Filed November 30, 1920. Serial No. 140,434. Published June 14, 1921.

147,098.—A Hair Grower. Howard Folke, Los Angeles, Calif. Filed November 27, 1920. Serial No. 140,325. Published June 14, 1921.

147,107.—Certain Named Perfumery Products. Samuel Greiner, New York, N. Y. Filed September 16, 1920. Serial No. 137,260. Published June 14, 1921.

147,108.—Perfume-Oil Compounded and Blended. George V. Gross & Company, New York, N. Y. Filed January 24, 1921. Serial No. 142,703. Published June 14, 1921.

147,112.—Certain Named Toilet Preparations. Houbigant, Inc., New York, N. Y. Filed September 13, 1920. Serial No. 137,123. Published February 8, 1921.

147,116.—A Certain Named Medicinal Preparation, Tooth Paste, and Mouth Wash. Kaffir Chemical Laboratories, Omaha, Nebr. Filed October 8, 1920. Serial No. 138,092. Published June 14, 1921.

147,118.—Certain Named Toilet Preparations. Joseph Henry Karp, New York, N. Y. Filed December 31, 1920. Serial No. 141,723. Published June 14, 1921.

147,121.—Shampoos and Disinfectants. Harold J. Kline,

San Francisco, Calif. Filed October 2, 1920. Serial No. 137,840. Published June 14, 1921.

147,122.—Coal Tar Colors. H. Kohnstamm & Co., New York, N. Y. Filed January 14, 1921. Serial No. 142,258. Published May 31, 1921.

147,123.—Coal Tar Dyes. H. Kohnstamm & Co., New York, N. Y. Filed January 14, 1921. Serial No. 142,259. Published May 31, 1921.

147,124.—A Liquid Shampoo. La France Laboratories Inc., New York, N. Y. Filed January 12, 1921. Serial No. 142,155. Published June 14, 1921.

147,131.—Foot Powder. Hyman Miller, Boston, Mass. Filed January 11, 1921. Serial No. 142,085. Published June 14, 1921.

147,132.—Tooth Paste. Charles Munter, New York, N. Y. Filed January 17, 1921. Serial No. 142,353. Published June 14, 1921.

147,133.—Dyestuffs, Certified Food Colors, and Intermediates. National Aniline & Chemical Company, Incorporated, New York, N. Y. Filed January 18, 1921. Serial No. 142,394. Published May 31, 1921.

147,134.—Dyestuffs, Certified Food Colors, and Intermediates. National Aniline & Chemical Company, Incorporated, New York, N. Y. Filed January 18, 1921. Serial No. 142,395. Published May 31, 1921.

147,135.—Dyestuffs, Certified Food Colors, and Intermediates. National Aniline & Chemical Company, Incorporated, New York, N. Y. Filed January 18, 1921. Serial No. 142,396. Published May 31, 1921.

147,136.—Dyestuffs, Certified Food Colors, and Intermediates. National Aniline & Chemical Company, Incorporated, New York, N. Y. Filed January 18, 1921. Serial No. 142,397. Published May 31, 1921.

147,145.—Certain Named Toilet Preparations. Anthony Overton, Chicago, Ill. Filed December 15, 1920. Serial No. 141,126. Published June 14, 1921.

147,150.—Certain Named Toilet Preparations. Radior Co. Ltd., of London, New York, N. Y. Filed November 24, 1919. Serial No. 125,248. Published June 14, 1921.

147,151.—Certain Named Chemical, Medicinal, and Toilet Preparations. The Red Ball Company, Madrid, Iowa. Filed June 30, 1920. Serial No. 134,429. Published June 14, 1921.

147,156.—Silicate of Soda. San Antonio Drug Co., San Antonio, Tex. Filed January 18, 1921. Serial No. 142,416. Published June 14, 1921.

147,168.—Certain Named Toilet Preparations. Alfred H. Smith Company, New York, N. Y. Filed November 4, 1920. Serial No. 139,178. Published June 14, 1921.

147,171.—A Flavoring Compound Extract for Ice Cream. Star Extract Works, New York, N. Y. Filed February 12, 1921. Serial No. 143,517. Published June 21, 1921.

147,185.—Complexion Creams, Hair Tonics and Beautifiers. Nellie M. Ware, Cleveland, Ohio. Filed August 21, 1920. Serial No. 136,345. Published June 14, 1921.

147,191.—Dental Cream. Jacob N. Wolodarsky, New Haven, Conn. Filed January 17, 1921. Serial No. 142,376. Published June 14, 1921.

Act of March 19, 1920

146,430.—Charles J. Bausinger, Cincinnati, Ohio. (Filed February 3, 1921. Serial No. 143,119. Used since December 10, 1910.) Soda-Ash to be Used in Soaps, Solvents of an Alkali, Nature, Cleaners, Washing Compounds, Soap Powders, and Hand Cleaners.

146,447.—Joseph J. Cosin, New York, N. Y. (Filed April 19, 1921. Serial No. 146,372. Used since about October, 1916.) Powder-Puffs.

146,466.—Thomas Gill Soap Company, Inc., Brooklyn, N. Y. (Filed May 5, 1921. Serial No. 147,240. Used since September 15, 1915.) Foot Soaps.

146,482.—S. P. Hite Company, Inc., Roanoke, Va. (Filed April 26, 1921. Serial No. 146,765. Used since 1908.) Olive-Oil, Flavoring Oils, and Flavoring Extracts.

146,500.—Seligman and Latz, New York, N. Y. (Filed April 24, 1920. Serial No. 131,604. Used since March 24, 1920.) Hair and Scalp Shampoo Preparations.

146,510.—Societe Anonyme de Luzy, Neuilly-sur-Seine,

France. (Filed January 27, 1921. Serial No. 142,859. Used since October, 1919.) Perfumes, Toilet Waters, Rouges, Toilet Powders and Dentifrices.

146,639.—Joseph J. Cosin, New York, N. Y. (Filed April 19, 1921. Serial No. 146,371. Used since the latter part of 1916.) Powder-Puffs.

146,643.—The Edlis Barbers' Supply Co., Pittsburgh, Pa. (Filed April 2, 1921. Serial No. 145,617. Used since November 5, 1919.) A Liquid Cream for the Hair.

146,650.—H. B. Jaeger Barber Supply Co., Jacksonville, Ill. (Filed February 4, 1921. Serial No. 143,171. Used since April 27, 1918.) Hair-Tonics.

147,206.—Francois Joseph de Spoturno Coty, Suresnes, France. (Filed October 27, 1920. Serial No. 138,844. Used since 1905.) Perfumes, Toilet Waters and Brilliantine, Including Perfumes for Face-Powders, Sachet-Powders, Lotions, Soap and Dentifrices.

147,208.—Joseph Donner, Chicago, Ill. (Filed May 22, 1920. Serial No. 132,779. Used since March 1, 1920.) Depilatories.

147,210.—The Emo. Co., Portland, Me. (Filed October 19, 1920. Serial No. 138,481. Used since 1895.) Cream for Use Particularly for Sunburn, Tan, Burns, Scalds, Chapped Hands, and Use after Shaving.

147,228.—Moise Lichtentag, New York, N. Y. (Filed May 19, 1920. Serial No. 132,651. Used since April 20, 1920.) Shaving-Cream in the Form of Soap Paste.

147,248.—Societe Anonyme de Luzy, Neuilly-sur-Seine, France. (Filed January 27, 1921. Serial No. 142,858. Used since October, 1919.) Perfumes, Toilet Waters, Rouges, Toilet Powders, Dentifrices, and Brilliantine.

TRADE-MARK REGISTRATIONS APPLIED FOR

Act of February 20, 1905

117,647.—The De Pree Chemical Co., Holland, Mich. (Filed April 21, 1919. Used since April 1, 1917.) Complexion-Powder, Complexion Cream, Talcum Powder, Toilet Water, and Almond Cream.

124,786.—Du Pont-Young Corporation, Boston, Mass. (Filed November 12, 1919. Used since April 18, 1919. Toilet Cream, Toilet Lotions, Toilet Powders, Toilet Waters, Liquid Shampoo Preparations, Hair-Tonics, Tooth-Pastes, Perfumery, Preparations, Sachet Powder, Depilatory and Deodorant Preparations, Disinfectant and Antiseptic Powders and Liquids, Antiseptic Lubricant, Adhesive Plasters, Mustard Plasters, Corn and Bunion Plasters, Court-Plasters, Isinglass Plasters.

125,245.—The Radior Co., Ltd., New York, N. Y. (Filed November 24, 1919. Used since November, 1913.) Skin-Soap.

125,568.—G. C. Crassopoulos, New York, N. Y. (Filed December 4, 1919. Used since August 1, 1919.) Olive-Oil. 130,547.—Nyal Company, Detroit, Mich. (Filed April 2, 1920. Used since December 27, 1918.) Toilet Preparations—Viz., Quinin and Sage Hair-Tonic, Liquid Shampoo; Beauty-Balm, White; Beauty-Balm, Flesh; Hand-Lotion, Shaving-Lotion, Almond Cream, Disappearing Cream, Cold-Cream, and Face-Powder.

131,333.—Irvin-Smith Co., Chicago, Ill. (Filed April 19, 1920. Used since June 15, 1919.) Lip-Sticks, Nail-Polish, and Incense.

133,180.—Arnold Henry Brickwedel, San Francisco, Cal. (Filed June 2, 1920. Used since May 24, 1920.) Olive-Oil.

133,291.—Felix Uhry, Chicago, Ill. (Filed June 4, 1920. Used since on or about January 1, 1917.) Powder-Puffs.

133,580.—Pallares Hermanos, Caba, Spain. (Filed June 11, 1920. Used since the 28th Day of February, 1918.) Olive-Oil.

133,662.—Household Remedies Company, Birmingham, Ala. (Filed June 14, 1920. Used since December, 1919.) Tooth-Paste.

134,974.—Nelia Parker, Oakland, Cal. (Filed July 14, 1920. Used since December 12, 1919.) A Preparation for the Removal of Superfluous Hair from the Human Face and Body.

135,896.—Naamlooze Vennootschap Oliefabrieken Insulinde, Amsterdam, Netherlands. (Filed August 7, 1920. Used since May 1, 1919.) Soaps.

136,528.—Mrs. Beulah Parker, Chicago, Ill. (Filed August 26, 1920. Used since April, 1915.) Hair-Growers.

137,631.—The Rub-No-More Company, Fort Wayne, Ind. (Filed September 25, 1920. Used since January 1

1917.) Soap and Soap Products—Namely, Soap Chips and Washing-Powder for Laundry Purposes.

138,842.—Francois Joseph de Spoturno Coty, Suresnes, France. (Filed October 27, 1920. Used since 1914.) Face-Powders.

139,041.—Melchior Supply Co., Chicago, Ill. (Filed November 1, 1920. Used since on or about July 1, 1920.) Hair-Tonics and Hair Dressings.

139,737.—John J. Downey, Burgettstown, Pa. (Filed November 17, 1920. Used since August 15, 1920.) Washing Compound.

140,040.—George S. Johnson, Detroit, Mich. (Filed November 23, 1920. Used since Sept. 10, 1920.) Face-Cream.

140,359.—Lewis Lorimer Williams, East Boston, Mass. (Filed November 27, 1920. Used since November 1, 1920.) Hair-Tonic.

140,654.—Kaufman-Straus Co., Louisville, Ky. (Filed December 6, 1920. Used since November 30, 1905.) Skin and Massage Lotions and Creams; Facial, Skin, and Depilatory Powders.

141,363.—H. Geo. Dahl, Oakland, Cal. (Filed December 21, 1920. Used since July 17, 1916.) Hand-Soap.

141,686.—Charles McAdam Company, Chicago, Ill. (Filed December 30, 1920. Used since November 1, 1920.) Soap.

142,159.—George F. Melchior, Chicago, Ill. (Filed January 12, 1921. Used since February 16, 1920.) Hair-Tonic, Dandruff Remedy.

142,835.—Eng-Skell Company, Inc., San Francisco, Cal. (Filed January 27, 1921. Used since January, 1917.) A Flavoring Compound for Use in Food Syrups, Candies, Confectionery, and Bakery Goods.

143,620.—Societe Anonyme des Parfums d'Arny, Courbevoie, France. (Filed February 15, 1921. Used since July 15, 1918.) Perfumes, Eau-de-Cologne, Toilet Cream, Face-Lotions, Hair-Lotions, Dentifrices and Rouges.

143,645.—B. M. Johnson Manufacturing Co., Jackson, Tenn. (Filed February 16, 1921. Used since December 26, 1919.) Complexion-Powder, Talcum Powder, Dental Cream, Liquid Shampoo, Hair-Tonic, Cold-Cream, Massage-Cream, Rouge, Perfume, Florida Water, Plain Petroleum Jelly, Red Petroleum Jelly, Camphorated Petroleum Jelly, Perfumed Petroleum Jelly, Glycerine and a Preparation for Removing Curl from Hair.

144,053.—Fannie B. Stoner, Providence, Ky. (Filed February 25, 1921. Used since December 1, 1920.) Hair-Grower.

144,439.—United Turkey Red Company, Limited, Glasgow, Scotland. (Filed March 7, 1921. Used since June 17, 1920.) Laundry and Toilet Soap, Soap Powder, Saponaceous Flakes, and Washing Crystals.

144,892.—Evelyn L. Petersen, Oakland, Cal. (Filed March 19, 1921. Used since February 1, 1921.) A Facial Cream for the Treatment of Large Pores, Pimples, Blackheads, Oily Skins, and for Cleaning, Massaging, Softening, and Beautifying the Skin.

145,662.—Francis B. Weidler, Los Angeles, Cal. (Filed April 2, 1921. Used since March 18, 1921.) Hair-Tonic.

145,792.—Stephen E. Moses, Birmingham, Ala. (Filed April 6, 1921. Used since October 1, 1919.) Hair-Grower.

145,888.—Far East Products Co., Yonkers, N. Y. (Filed April 8, 1921. Used since December 20, 1920.) Face-Powders, Cold-Creams, Massage-Creams, Vanishing Creams, and Perfumes.

145,930.—Fred W. Ames, New Orleans, La. (Filed April 9, 1921. Used since October, 1916.) Tooth-Wash.

146,108.—Bowman Drug Co., Oakland, Calif. (Filed April 13, 1921. Used since October 9, 1920.) Perfumes, Compact-Powder, Talcum Powder, Lipstick, Rouge, Cold-Cream, Toilet Powder, Face-Powder.

146,329.—Penetro Chemical Company, Atlantic City, N. J. and Philadelphia, Pa. (Filed April 18, 1921. Used since June 15, 1920.) A Mouth-Wash.

146,355.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 19, 1921. Used since June 1, 1916.) Vanity Boxes.

146,357.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 19, 1921. Used since June 1, 1916.) Vanity-Boxes.

146,359.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 19, 1921. Used since June 1, 1916.) Vanity-Boxes.

- 146,361.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 19, 1921. Used since June 1, 1916.) Vanity-Boxes.
- 146,363.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 19, 1921. Used since June 1, 1916.) Vanity-Boxes.
- 146,565.—G. S. Kolar Laboratories, Chicago, Ill. (Filed April 22, 1921. Used since October, 1916.) Complexion Meal, Nail Polish, Antiseptic Oil, Brilliantine, Bandoline, Hair Dressing, Depilatories, Skin-Lotions, Nail-Bleach, Nail-Paste, Nail-Whitener, Shampoo, Talcum Powder, Scalp Ointment, Rouge, Skin-Astringent.
- 146,618.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 23, 1921. Used since June 1894.) Cold-Cream, Face-Cream, Massage-Cream, Vanishing Cream, Nail-Enamel, Skin and Tissue Builder, Depilatory Liquid, Depilatory Powder, Cuticle Remover in the Nature of a Chemical Preparation, Preparation for Keeping the Hair in Wave and Curl, Shampoo, Rouge, Deodorizer.
- 146,620.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 23, 1921. Used since November 15, 1919.) Vanity-Boxes.
- 146,622.—Harriet Hubbard Ayer, New York, N. Y. (Filed April 23, 1921. Used since November 15, 1919.) Vanity-Boxes.
- 146,764.—S. P. Hite Company, Inc., Roanoke, Va. (Filed April 26, 1921. Under ten-year proviso. Used since 1871.) Bay-Rum, Cold-Cream, Cologne, Hair-Vigor, Perfumed Petroleum, Talcum Powder, Tooth-Powder.
- 146,776.—Max Miller, New York, N. Y. (Filed April 26, 1921. Used since January 15, 1911.) A Complete Line of Perfumes and Facial Creams, Milk Massage-Cream, Face-Powder, Coconut Oil Shampoo, Vanishing Cream, Bouquet Toilet Water, Cold-Cream, Perfume, Quinin Hair-Tonic, Scalp-Rub Hair-Tonic.
- 146,848.—Nannie P. Stone, Nashville, Tenn. (Filed April 27, 1921. Used since the 19th of April, 1921.) A Preparation for Use in Bleaching the Skin and for a Wash for Whitening and Beautifying the Skin.
- 146,919.—Arthur Lavac, Cicero, Ill. (Filed April 28, 1921. Used since January 20, 1921.) Hair-Grower.
- 146,938.—Louis A. Steinmetz, Brooklyn, N. Y. (Filed April 28, 1921. Used since October 1, 1920.) Hair-Tonic.
- 147,033.—Laboratorium "Leo," Dr. Phil Ottomar Heinisius V. Mayenburg, Dresden, Germany. (Filed April 30, 1921. Used since about December, 1920.) Tooth-Pastes, Tooth-Powder and Tooth-Wash.
- 147,047.—The Protic Druggists, Inc., Baltimore, Md. (Filed April 30, 1921. Used since on or about April 26, 1921.) Scalp and Dandruff Cerate.
- 147,210.—Max Robins, Chicago, Ill. (Filed May 4, 1921. Used since April 15, 1921.) Face-Powder.
- 147,228.—Alfred B. Brill, Stratford, Conn. (Filed May 5, 1921. Used since March 17, 1921.) Tooth-Paste.
- 147,538.—Mrs. Francis Thurman, Casper, Wyo. (Filed May 10, 1921. Used since August 8, 1921.) Face-Powders, Rouge, Toilet Waters, Skin-Creams and Lotions.
- 147,807.—T. & T. Dandruff Remedy Company, East St. Louis, Ill. (Filed May 16, 1921. Used since March 30, 1921.) Dandruff Remedy.
- 148,127.—Dr. Charles D. Camp Company, Chicago, Ill. (Filed May 24, 1921. Used since September 15, 1920.) An Emulsion of Essential Oils.
- 148,133.—Horace W. Davis, New York, N. Y. (Filed May 24, 1921. Used since April 15, 1921.) Bleach-Creams, Beauty-Creams, Cold-Creams, Cleansing-Creams, Face-Powders, Compact Face-Powders, Liquid Face-Powders, Compact Rouges, Liquid Rouges, Talcum Powders, Eyebrow and Eyelash Growers, Eyebrow-Pencils, Eye-Drops, Face-Bleaches, Hair-Salves, Shampoos, Skin-Lotions, Hand-Lotions, Lip-Sticks, Bath-Salts, Witch-Hazel Salves, Chemical Preparations for Softening of the Cuticle, Nail-Brushes, Nail-Bleaches, Toilet Waters and Perfumes.
- 148,242.—Suregrow Hair Tonic Company, New York, N. Y. (Filed May 25, 1921. Used since April 15, 1921.) Hair-Tonic.
- 148,342.—National Products Company, Eau Claire, Wisc. (Filed May 27, 1921. Used since April 15, 1921.) Face Washes, Face-Creams, Talcum Powders, Toilet Waters, Hair-Tonics, Dandruff-Solvents and Coconut Oil Shampoos.
- 148,380.—Euthola Mfg. Co., St. Louis, Mo. (Filed May 28, 1921. Used since January 1, 1921.) Face-Powders, Face-Creams, Cold-Creams, Hair-Grower and Rouge.
- 148,395.—Giovanni Martellotta, New York, N. Y. (Filed May 28, 1921. Used since January, 1918.) Hair-Tonic and Dandruff Remedy.
- 148,447.—Arie A. Meeth, Portland, Mich. (Filed May 31, 1921. Used since May 1, 1893.) Laundry Soap.
- 148,468.—R. T. Weese, Hearne, Texas. (Filed May 31, 1921. Used since April 15, 1921.) A Preparation for the Treatment of Dandruff and the Scalp.
- 148,521.—John Wilson, Sacramento, Cal. (Filed June 1, 1921. Used since April 21, 1915.) Soft-Soap Cleanser.
- 148,563.—Standard Oil Co., Bayonne, N. J. (Filed June 2, 1921. Used since May 10, 1921.) A Mineral Oil Primarily Used in the Preparation of Cold-Cream.
- 148,671.—Solon Palmer, New York, N. Y. (Filed June 4, 1921. Used since May 28, 1921.) Hair-Dye.
- 148,874.—William C. Dillman, New York, N. Y. (Filed June 9, 1921. Used since January 1, 1921.) Face-Powder.
- 148,962.—National Drug Stores Corp., New York, N. Y. (Filed June 6, 1921. Used since September 1, 1920.) Tooth-Paste.
- 148,965.—Chas. Randolph Boyd, San Francisco, Cal. (Filed June 11, 1921. Used since April, 1916.) Complexion Powder.
- 148,969.—Stanley Bieganowski, Chicago, Ill. (Filed June 11, 1921. Used since May 15, 1921.) Hair Restorer.
- 149,062.—Colgate & Company, Jersey City, N. J. (Filed June 13, 1921. Used since April 13, 1921.) Liquid and Powdered Perfumes.
- 149,064.—Colgate & Company, Jersey City, N. J. (Filed June 13, 1921. Used since May 14, 1921.) Liquid and Powdered Perfumes.
- 149,067.—Colgate & Company, Jersey City, N. J. (Filed June 13, 1921. Used since April 13, 1921.) Liquid and Powdered Perfumes.
- 149,068.—Colgate & Company, Jersey City, N. J. (Filed June 13, 1921. Used since April 13, 1921.) Liquid and Powdered Perfumes.
- 149,151.—Samstag & Hilder Bros., New York, N. Y. (Filed June 14, 1921. Used since June 2, 1921.) Talcum Powder.
- 149,181.—W. H. Graves, Pittsburg, Kans. (Filed June 16, 1921. Used since June 6, 1921.) Preparation for Use as a Mouth Cleanser.
- 149,185.—International Drug Company, Wilmington, Del. (Filed June 15, 1921. Used since October 27, 1916.) Toilet Soap.
- 149,237.—Nathan & Cie Laboratoires Cadum, Courbevoie, France. (Filed June 16, 1921. Used since September 21, 1920.) Toilet Soap and Shaving-Soap.
- 149,238.—Nathan & Cie, Laboratoires, Cadum, Courbevoie, France. (Filed June 16, 1921. Used since September 21, 1920.) Tooth-Paste, Cold-Cream, Complexion-Powder, Talcum-Powder, Shampoo-Powder.
- 149,336.—Margaret Jessalyn Lindsey, Muncie, Ind. (Filed June 18, 1921. Used since January 1, 1921.) Face Lotion and Beautifier.
- 149,367.—Western Soap Co., Spokane, Wash. (Filed June 18, 1921. Used since January, 1920.) Laundry Soap.
- 149,406.—The Kolynos Company, New Haven, Conn. (Filed June 20, 1921. Used since August 14, 1912.) Soap.
- 149,437.—Aetna Chemical Company, Worcester, Mass. (Filed June 21, 1921. Used since May 10, 1921.) Toilet Preparations for Preventing, Absorbing, or Deodorizing Perspiration.
- 149,444.—Colgate & Company, Jersey City, N. J. (Filed June 21, 1921. Used since May 23, 1921.) Soaps.
- 149,445.—Colgate & Company, Jersey City, N. J. (Filed June 21, 1921. Used since June 3, 1921.) Soaps.
- 149,446.—Colgate & Company, Jersey City, N. J. (Filed June 21, 1921. Used since May 23, 1921.) Liquid and Powdered Perfumes.
- 149,487.—Jean Senegas, New York, N. Y. (Filed June 21, 1921. Used since July 1, 1920.) Solution for Lightening the Shade of Hair.
- 149,526.—Silica Products Co., Inc., San Francisco, Cal. (Filed June 22, 1921. Used since June 1, 1921.) Polishing and Cleaning Compounds in Cake and Powdered Form.

149,580.—Rodolfo Flores, Sedalia, Mo. (Filed June 24, 1921. Used since January 1, 1920.) Powder for Affections of the Skin.

149,581.—Rodolfo Flores, Sedalia, Mo. (Filed June 24, 1921. Used since January 1, 1920.) Powder Soap for Affections of the Skin, Medicinal Uses Only.

149,605.—Talcum Puff Co., Brooklyn, N. Y. (Filed June 24, 1921. Used since May 2, 1921.) Talcum Powder.

149,674.—Frank Gaius Burke, New York, N. Y. (Filed June 27, 1921. Used since 1907.) Toilet Soaps.

149,840.—Western Industries Co., San Francisco, Cal. (Filed June 29, 1921. Used since May 15, 1921.) Denatured Alcohol.

149,847.—Colgate & Co., Jersey City, N. J. and New York, N. Y. (Filed June 30, 1921. Used since December 31, 1917.) Soap Pellets.

151,601.—Western Soap Company, Spokane, Wash. (Filed August 9, 1921. Used since January, 1915.) Liquid, Laundry and Grit Soap.

151,665.—Fitzpatrick Bros., Chicago, Ill. (Filed August 11, 1921. Used since about the middle of July, 1921.) Soaps.

151,667.—Fitzpatrick Bros., Chicago, Ill. (Filed August 11, 1921. Used since about January, 1895.) Soaps.

151,809.—The Pioneer Tar Soap Company, Dayton, Ohio. (Filed August 15, 1921. Used since April 27, 1921.) Soaps.

152,164.—George W. Cable, Marysville, Cal. (Filed August 25, 1921. Used since March 28, 1921.) A Cleaner and Polish for Automobile-Bodies.

INVENTIONS PATENTED

1,386,767. Soap Tablet. Daniel L. Chandler, Fitchburg, Mass., assignor to Vend-Ads Co., Inc., Worcester, Mass., a Corporation of Massachusetts. Filed May 31, 1919. Serial No. 300,906. 3 Claims. (Cl. 87-23.)

1. A cleansing tablet comprising a core of paste soap and a relatively thin fragile layer of comparatively hard soap consisting of an endless imperforate band entirely surrounding said core except at the opposite ends thereof.

1,387,153. Detergent. Sidney A. Hartmann, St. Louis, Mo. Filed June 30, 1919. Serial No. 307,603. Renewed June 24, 1921. Serial No. 480,192. 6 Claims. (Cl. 87-5.)

1. A detergent composed of castile soap, ammonia, and potassium nitrite.

1,387,804. Sawdust Soap. Frank W. Raicy, Modesto, Cal. Filed Feb. 2, 1920. Serial No. 355,670. 4 Claims. (Cl. 87-5.)

1. A cleansing compound comprising a paste, containing particles of water saturated wood fiber, and protective fragile coatings surrounding said particles, a soap distributed in said paste, and soapy water globules incorporated in the paste and surrounded by fragile coatings, the quantity of water contained in the paste being sufficient to permit the paste to be used for a cleansing operation without employing extraneous water.

1,388,204. Toilet Article. William Herbert Roystone, New York, N. Y. Filed Aug. 7, 1920. Serial No. 402,003. 7 Claims. (Cl. 132-82.)

1. A toilet powder packet comprising a compressed mass of toilet powder having a covering of pervious fabric sufficiently loose to admit of its being moved over the surface of the inclosed mass by rubbing.

1,388,546. Nail-Polish. Joseph Brueck, New York, N. Y. Filed Sept. 3, 1919. Serial No. 321,446. 2 Claims. (Cl. 167-9.)

1. A nail polish containing acetone and amyl acetate, and gun cotton dissolved therein.

2. A nail polish comprising the following ingredients in the proportions stated: acetone four gallons, amyl acetate one gallon, gun cotton thirty-two ounces, and alkanet root approximately four ounces.

1,389,288. Powder-Box. Virgil L. Beauchamp, Evanston, Ill. Filed May 5, 1919. Serial No. 294,747. 5 Claims. (Cl. 132-83.)

1. A powder box having a powder compartment, a puff compartment, a closure for said puff compartment, a puff secured to said closure, a foraminous partition separating said compartments, a reciprocating foraminous plate lying

closely adjacent said partition, a retaining member having a cutout portion adjacent the central portion of said plate, means to guide the reciprocation of said plate and to space said retaining plate from said bottom, and means external of the box to reciprocate said plate.

1,391,970.—Apparatus for Molding Soap. Cecil O. Phillips, New York, N. Y., assignor to The American Cotton Oil Company, New York, N. Y., a Corporation of New Jersey. Filed June 5, 1920. Serial No. 386,912. 15 Claims. (Cl. 18-26.)

1. An apparatus for molding cooling soap, comprising a series of molds for individual cakes of soap cylindrically arranged and opening radially outward, means for filling the molds with molten soap, means for moving the molds through a cooling liquid and relatively with respect to the liquid whereby to subject the molds to the action of continuously changing liquid, and means in connection with the molds for protecting the soap from direct contact with the liquid.

DESIGNS PATENTED

58,905.—Powder-Box. John W. Harrington, Houston, Tex. Filed June 14, 1920. Serial No. 389,027. Term of patent 14 years. The ornamental design for a powder box as shown.

58,906.—Talcum-Powder Box. Edmund Hoffman, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Jan. 17, 1921. Serial No. 438,021. Term of patent 14 years. The ornamental design for a talcum powder box, as shown.

58,909.—Powder-Container Top. Frank S. Hyatt, Brooklyn, N. Y. Filed Feb. 8, 1921. Serial No. 443,476. Term of patent 3½ years. The ornamental design for a powder container top, as shown.

59,071. Bottle. Emily Duke, New York, N. Y., assignor to Colgate & Company, New York, N. Y., a Corporation of New Jersey. Filed Feb. 21, 1921. Serial No. 446,963. Term of patent 7 years.

The ornamental design for a bottle substantially as shown. 59,088.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Nov. 12, 1920. Serial No. 423,748. Term of patent 3½ years. The ornamental design for a talcum powder box, as shown.

59,089.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Nov. 12, 1920. Serial No. 423,750. Term of patent 3½ years. The ornamental design for a talcum powder box, as shown.

59,090.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Nov. 12, 1920. Serial No. 423,751. Term of patent 3½ years. The ornamental design for a talcum powder box, as shown.

59,091.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,447. Term of patent 3½ years. The ornamental design for a talcum powder box, as shown.

59,092.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,449. Term of patent 3½ years. The ornamental design for a talcum powder box, as shown.

59,093.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,454. Term of patent 3½ years. The ornamental design for a talcum powder box, as shown.

59,094.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,457. Term of patent 3½ years. The ornamental design for a talcum powder box, as shown.

59,095.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13,

1920. Serial No. 430,466. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,096.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,469. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,097.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,470. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,098.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,474. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,099.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,478. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,100.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,487. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,101.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,489. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,102.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,493. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,103.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,495. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,104.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,505. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,105.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,507. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,106.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,510. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,107.—Talcum-Powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,511. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,108.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,515. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,109.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,517. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,110.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,518. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,111.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13,

1920. Serial No. 430,522. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,112.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,523. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,113.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,524. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,114.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,527. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,115.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,528. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,116.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,533. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,117.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,537. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,118.—Talcum-powder Box. John M. Hothersall, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Dec. 13, 1920. Serial No. 430,536. Term of patent $3\frac{1}{2}$ years. The ornamental design for a talcum powder box, as shown.

59,309.—Bottle. Matthew G. Vidulich, Jersey City, N. J., assignor to George Borgfeldt & Co., New York, N. Y., a Corporation of New Jersey. Filed Mar. 5, 1921. Serial No. 450,093. Term of patent 14 years. The ornamental design for a bottle substantially as shown and described.

59,311.—Receptacle for Toilet Powder and Other Commodities. Louis A. Wegenaar, Brooklyn, N. Y. Filed Sept. 23, 1920. Serial No. 412,403. Term of patent 14 years. The ornamental design for a receptacle for toilet powder and other commodities substantially as shown.

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MANUFACTURING PERFUMERS' ASSOCIATION.—President, Francis W. Jones, Melba Co., Chicago, Ill.; Secretary, C. M. Baker, 309 Broadway, New York.

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FOREIGN CORRESPONDENCE AND MARKET REPORT

DOMINION OF CANADA

PERFUMERY AND TOILET GOODS.—Canadian imports of perfumery, cosmetics and toilet preparations for July were: from Britain \$1,954; from the United States, \$38,864; from other countries \$25,365; total \$66,183, compared with imports in July, 1920, from Britain \$10,396; from the United States \$43,961; from other countries \$58,072; total \$112,429. For the four months ended July the total value of imports of perfumery was \$327,787, compared with \$359,574 for the corresponding period last year.

FRANCE

FRENCH OLIVE OIL.—Reports from the olive growing centers of Languedoc and Provence state that, thanks to the hot Summer and timely rainfall both on the plains and in the hills, the olive harvest is the finest there has been for many years. The olives are larger and of better quality than usual and consequently a record output of olive oil is expected.

JAPAN

PERFUMES.—Business in perfumes and perfume materials is generally dull in Japan and they are showing a downward tendency. Geranium and lavender extract have been steadily falling. For a time the perfume market was greatly disturbed by the reported large import of perfumes from Germany, Holland and Switzerland and a noticeable fall occurred. With the reduced stock, however, the market has become steadier.

METRIC SYSTEM.—For several years how to readjust Japan's weights and measure has been a problem of vital importance to the Japanese industrial and commercial circles. Now it has enacted the metric system. The law stipulates that in the five years to come all leading factories, Government offices, technical schools and others are to be made to use the metric system instead of the present system. The general public is also to be made to adopt this new system in the twenty years to come.

POLAND

INCREASED IMPORTS DUTIES ON LUXURIES.—Trade Commissioner H. B. Smith, Warsaw, reports that the import duties on all articles classed as luxuries have been increased from 200 to 300 times the nominal duties in gold marks. Toilet articles are in Class 4, which is in the 300 sphere.

SPAIN

FURTHER RELAXATION OF EXPORT EMBARGO ON OLIVE OIL.—A Royal Decree published in the *Gaceta de Madrid* for August 27, 1921, permits the exportation of the additional 30,000 tons of olive oil without restriction through any customhouse in Spain, instead of only through certain customhouses to which they were formerly restricted.

THE MARKET

Essential Oils, Aromatics, Chemicals, Etc.

With fewer restraints than have been in evidence for a lengthy period improvement has at last taken form in the essential oil markets where trading is once again beginning to figure importantly. October is really the first month of the past eighteen in which anything but a steady downward movement was seen in essential oil prices, and it is undoubtedly due to the fact that so many oils are now selling at bargain prices that trade is showing such marked signs of revival. As in most periods of recovery, the movement thus far has been rather irregular and marked by an absence of definite gains in not a few directions. Most of the Far Eastern productions are showing signs of strength in sympathy with the higher cost of raw materials. Some of the European essential oils, particularly French, are beginning to show more strength in view of the drawing down of supplies in the primary markets.

Fundamentally it is believed the essential oil markets are now in stronger shape than they have been in many a month. The fact that American banking interests were incidental in bringing about a forced recession in commodity prices of all kinds through control of credits has led to conjectures as to whether there will be a renewed inflation of values in the United States should money become easy again. Speculation is playing but an unimportant part in the course of the markets at present. Of course, there is always the depreciated currencies of the European producing countries to be considered. The recent utter collapse of the German mark has led to conjectures of all kinds regarding commodity values of German origin. It is believed that it will result in precipitate advances in all kinds of German commodities.

A pronounced scarcity has developed in lead free oil of cassias in the place of which the trade has been substituting oil of redistilled cassia at \$1.50. Clove oil has risen sharply to \$2.05@2.15 a pound in sympathy with a sharp jump in the spice. Failure of an Indian syndicate to control the supply of sandalwood oil has brought out easier tendencies and concessions averaging 25 to 50 cents have been placed into effect in this oil. Reports from the primary market show firmer conditions have developed in oil of citronella as landed costs have increased co-incidental with the rise in silver, an increase in freight rates, and disturbances in Ceylon. Anise oil has not been affected to any material extent by these conditions since the spot supply has been ample. A decided jump amounting to \$7.25 has taken place in Manila ylang-ylang for these reasons, however.

In the case of the rare flower essences of France, Bulgaria and Spain it appears that the trend is now definitely upwards. The fact that France is practically bare of imported perfumery products such as Bourbon geranium, although stocks are available at the seat of production, has brought

(Continued on page 368)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS

Almond, Bitter, per pound.	\$6.75-\$7.00	Neroli, Bigarde, Italian...	110.00-120.00	Cumarin, artificial, domestic	4.65- 4.75
Almond, S. P. A.	7.00- 7.25	Nutmeg	1.20- 1.25	Cumarin, artificial, foreign.	4.75-
French "sweet"	45- 50	Opoponax		Diphenylmethane	2.25- 2.50
English	60- 70	Orange, bitter	2.25- 2.35	Diphenyloxide	1.40- 1.60
Almond, F. F. C. "art"	2.25- 2.40	Orange, sweet, West Indies	2.25- 2.75	Ethyl Cinnamate	5.50-
Almond, Sweet True	45- 50	Orange, sweet, Italian	3.00- 3.25	Eucalyptol	.95- 1.00
Almond, Peach Kernel	32- 36	Origanum	30- 40	Eugenol	3.75- 4.00
English	65- 70	Orris Root, concrete, foreign	5.75- 5.90	Geraniol, domestic	3.00
Amber, crude	1.10- 1.25	Orris Root, concrete, domestic	4.50- 5.00	Geraniol, foreign	3.75- 4.00
Amber, Rectified	1.40	Orris Root, absolute (oz.)	57.00	Geranyl-Acetate	5.50-
Amyris balsamifera	4.25- 4.50	Parsley	3.50- 3.75	Heliotropin, domestic	3.00- 3.25
Anise	55- 60	Patchouly	11.00-12.00	Indol, C. P. (oz.)	12.00
Aspic (spike) Spanish	1.10- 1.20	Pennyroyal, American	2.15- 2.40	Iso-Butyl-Salicylate	nominal
French	1.75- 2.00	Pennyroyal French	1.35- 1.60	Iso-Eugenol	5.25-
Bay, Porto Rico	4.25- 4.50	Peppermint	1.85- 2.00	Linalool	6.25- 6.50
West Indies	2.75- 3.00	Peppermint, redistilled	2.15- 2.25	Linalyl Acetate	8.25- 8.50
Bergamot, 35-36 per cent.	5.50- 5.75	Petit Grain, So. American	2.50-	Linalyl Benzoate	nominal
Birch (Sweet)	2.50- 2.75	Petit Grain, French	8.00-10.00	Methyl Anthranilate	4.50- 4.75
Birchtar, Crude	2.25- 2.50	Pimento	2.25- 2.35	Methyl Cinnamate	5.50- 5.75
Birchtar, Rectified	4.00	Pine Needles, from Pinus		Methyl Heptenone	9.00
Bois de Rose, Femelle	3.25- 3.50	Sylvestris	2.50-	Methyl Heptene Carbon	80.00-90.00
Cade	75- 80	Rose, Bulgaria	7.50-10.00	Methyl Paracresol	12.50-15.00
Cajeput, Native	75- 85	Rose, Turkish	7.50- 8.50	Methyl Salicylate	32- 57
Calamus	5.50- 5.75	Rose, French	15.00-18.00	Musk Ambrette	19.00-20.00
Camphor, Jap, "white"	28- 30	Rosemary, French	.60- .65	Musk Ketone	12.00-15.00
Cananga, Java	3.25- 3.50	Rosemary, Spanish	.50- .55	Musk Xylene	3.00- 3.50
Cananga, Java, Rectified	4.25- 4.50	Rue	4.00	Nonylic Alcohol	nominal
Caraway Seed	1.75- 2.00	Sage	4.75	Phenylacetaldehyde	10.00-12.00
Cardamon, Ceylon	22.00-	Sandalwood, East India	6.75- 7.00	Phenylethyl Alcohol	10.00-
Carvol	4.00- 4.25	Sassafras, artificial	55- 58	Phenylacetic Acid	4.50
Cassia, 75-80% Technical	.95- 1.10	Sassafras, natural	1.50-	Rhodinol, domestic	18.00
Cassia, lead free	nominal	Savin, French	5.50- 6.00	Rhodinol, foreign	20.00
Redistilled	1.50-	Snake Root	18.00-20.00	Safrol	.75
Cedar Leaf	85- 1.10	Spruce	85- 90	Skatol, C. P. (oz.)	57.00
Cedar Wood	40- 45	Tansy	7.50-	Terpineol, C. P., domestic	.50-
Celery	13.50-14.00	Thyme, French, red	1.25- 1.30	Terpineol, C. P., imported	.80- .85
Cinnamon, Ceylon	19.25-19.50	Thyme, French, white	1.50-	Terpinyl Acetate	3.00-
Citronella, Ceylon	.36- .38	Thyme, Spanish, red	1.40	Thymol	5.50- 5.75
Citronella, Java	.75- .80	Vetivert, Bourbon	6.00- 6.25	Violet, artificial	8.00
Cloves, Bourbon	2.10- 2.15	Java	30.00-	Vanillin (oz.)	.50
Cloves, Zanzibar	.70- .75	Wintergreen (genuine gaultheria)	5.00- 6.00		
Copaiba	11.00-11.50	Wormseed	3.50-	BEANS	
Coriander	1.15-	Wormwood	14.00-	Tonka Beans, Para...	.95- 1.00
Croton	7.00- 7.25	Ylang-Ylang, Manila	30.00-	Tonka Beans, Angostura...	1.35- 1.40
Cubebs	6.50- 7.00	Ylang-Ylang, Bourbon	12.00-12.50	Vanilla Beans, Mexican...	5.50- 7.00
Cumin	4.50- 4.75			Vanilla Beans, cut	4.75-
Dillseed	3.00- 3.25			Vanilla Beans, Bourbon	2.25- 3.00
Erigeron	.60- .70			whole	2.25-
Eucalyptus, Aus., 70%	2.25- 2.40			Vanilla Beans, Bourbon	2.25-
Fennel, Sweet	5.00- 5.75			cut	2.25-
Geranium, African	4.00- 4.25			Vanilla Beans, Tahiti yel-	1.75- 1.85
Geranium Bourbon	3.60- 3.80			low label	1.70- 1.80
Geranium, Turkish (palma	6.75- 7.00				
rosa)	3.25- 3.50				
Ginger	6.00-				
Gingergrass	85- 90				
Guaiaac (Wood)	2.25- 2.50				
Hemlock	32.00				
Juniper, Berries, Rectified	4.50- 4.75				
Lavender, English	4.75- 5.00				
Lavender Fleurs, U. S. P.	4.25- 4.50				
Lavender U. S. P. "IX"	.75- .80				
Lavender U. S. P. "VIII"	1.10- 1.20				
Lemon	.65- .75				
Lemongrass	3.25- 3.50				
Limes, distilled	1.20				
Limes, expressed	.18- .19				
Linaloe	20.00				
Mace, distilled	3.50- 3.75				
Mirbane	340.00				
Mustard, genuine	300.00				
Mustard, artificial					
Neroli, Bigarde, Petale Ex.					
Neroli, Bigarde					

Cumarin, artificial, domestic	4.65- 4.75
Cumarin, artificial, foreign.	4.75-
Diphenylmethane	2.25- 2.50
Diphenyloxide	1.40- 1.60
Ethyl Cinnamate	5.50-
Eucalyptol	.95- 1.00
Eugenol	3.75- 4.00
Geraniol, domestic	3.00
Geraniol, foreign	3.75- 4.00
Geranyl-Acetate	5.50-
Heliotropin, domestic	3.00- 3.25
Indol, C. P. (oz.)	12.00
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	5.25-
Linalool	6.25- 6.50
Linalyl Acetate	8.25- 8.50
Linalyl Benzoate	nominal
Methyl Anthranilate	4.50- 4.75
Methyl Cinnamate	5.50- 5.75
Methyl Heptenone	9.00
Methyl Heptene Carbon	80.00-90.00
Methyl Paracresol	12.50-15.00
Methyl Salicylate	32- 57
Musk Ambrette	19.00-20.00
Musk Ketone	12.00-15.00
Musk Xylene	3.00- 3.50
Nonylic Alcohol	nominal
Phenylacetaldehyde	10.00-12.00
Phenylethyl Alcohol	10.00-
Phenylacetic Acid	4.50
Rhodinol, domestic	18.00
Rhodinol, foreign	20.00
Safrol	.75
Skatol, C. P. (oz.)	57.00
Terpineol, C. P., domestic	.50-
Terpineol, C. P., imported	.80- .85
Terpinyl Acetate	3.00-
Thymol	5.50- 5.75
Violet, artificial	8.00
Vanillin (oz.)	.50

BEANS

Tonka Beans, Para...	.95- 1.00
Tonka Beans, Angostura...	1.35- 1.40
Vanilla Beans, Mexican...	5.50- 7.00
Vanilla Beans, cut	4.75-
Vanilla Beans, Bourbon	2.25- 3.00
whole	2.25-
Vanilla Beans, Bourbon	2.25-
cut	2.25-
Vanilla Beans, Tahiti yel-	1.75- 1.85
low label	1.70- 1.80
Green label	1.70- 1.80

SUNDRIES

Alcohol cologne spirits	
gallon	4.75-
*Ambergris, black... (oz.)	8.00-12.00
Ambergris, gray	28.00
Chalk, precipitated	.03- .05
Civet horns (oz.)	3.25-
Lanolin hydrous	.12- .13
Lanolin anhydrous	.16- .17
Menthol	4.50- 4.60
Musk, Cab., pods... (oz.)	nominal
Musk, Cab., grains... (oz.)	nominal
Musk, Tonquin, grains (oz.)	32.00-
Musk, Tonquin, pods (oz.)	19.00-20.00
Orris Root, Florentine, whole	.9- .10
Orris Root, powd. & gran.	.12- .13
Rice Starch	.10-10%
Talc, Italian (ton)	40.00-45.00
Talc, French (ton)	22.50-30.00
Talc, domestic (ton)	18.00-20.00

* Nominal.

THE MARKET

(Continued from page 366)

out firmer tendencies. Pure oil of neroli is reported by one prominent seller to have hit a level of \$560.00 a pound, although the usual number of houses are still making offers of Bigarde at around \$300 to \$340. Genuine Bulgarian oil of rose is quoted at \$7.50 minimum in some quarters and French at \$15@18, although these prices are undoubtedly susceptible to shading in various quarters of the trade.

The Italian essences show but little life. With the trend of Italian lire in favor of New York, it is more economical to import lemon and orange oils, but no great activity has taken place in the import market. Actual supplies of orange oil on spot are not heavy, but in keeping with the slackening of buying at this season of the year the market is somewhat weaker.

Some domestic oils are firmer. Reports are here that the crop of wormseed oil this year will run around 12,000 pounds which, together with a carry-over of 10,000 pounds from the previous season, will make supplies ample. Purchases of peppermint oil in Michigan and other producing centers are not so extensive, it is learned, so the spot market naturally has an easier tone. Country sellers of oil of spruce have modified their views to some extent, it is said. New distillation of oil of hemlock is coming on the market at a somewhat higher price. Genuine oil of wintergreen is obtainable at a lower price.

Efforts on the part of the Bureau of Chemistry looking towards the standardization of essential oils and permitting only proper grades of oils to be used for food and drug products have been the subject of attention from leading houses in the trade. Standard qualities of essential oils are now so well defined that the adulterator stands but a slim chance of success.

Aromatic Chemicals

Competition for business has brought out fresh price shading in a number of the important aromatic chemicals. Musks for example have undergone quite a substantial decline, ambrette being offered down to \$20; ketone at \$12; and xylene as low as \$3. Anisic aldehyde, benzaldehyde, carvol, coumarin, geraniol, methyl-cinnamate, thymol, and phenylacetaldehyde are all available at lower prices, while anethol and cinnamic aldehyde are higher on scarcity.

While business generally is reported light, manufacturing perfumers are beginning to show a little more interest in offerings which are now made at unusually attractive prices. Interest is focused on the advancing trend of the European markets for aromatic chemicals. It is generally believed that if advances become pronounced a decided improvement may be anticipated in the volume of purchasing in this market.

Vanilla Beans

The advancing trend of the vanilla bean markets has prompted consumers to run to cover and has created more buying than has been seen in a lengthy period. The higher prices are directly due to the shortage in supplies brought on by the small crops marketed this year. A new high point of \$5.50@7 a pound has been reached for Mexican whole beans, while cuts are held at \$4.75. That the entire crop of Mexican beans has already been sent forward to this market is the opinion advanced in important quarters where it is declared that the present unsold stock must meet the requirements of consumers for the balance of the year. That the market may reach \$6 a pound for Mexican whole is the belief entertained in some quarters of the trade. Buying by the chocolate manufacturers has shown a steady increase, and it is said that in the event that the latter interests should enter the market at this time for their full requirements for the year, existing spot stocks could easily be swept away. Bourbon vanilla has ruled firm in sympathy with Mexican at from \$2.25 to \$2.75 a pound. Recent heavy landings of Bourbon beans have failed to weaken the position to any extent. Other varieties of vanilla beans, including South Americans and Tahiti, reflect the firm conditions prevailing in Mexican and Bourbon.

THE FRENCH RELIEF FUND

(Continued from page 333)

Frank G. Kenne, (Paul Rieger & Co.), San Francisco	150
Herbert Roystone, New York	100
Amole Soap Co., (W. W. Brayshaw), Tippecanoe City, O.	100
W. E. Swindell (Swindell Bros.), New York	100
G. W. Raymond, Jr., (Richard Hudnut), New York	100
J. A. Barry, (A. B. Wrisley Co.), Boston	100
H. Henry Bertram, (A. P. Babcock Co.), New York	100
Prichard & Constance, New York	100
V. Vivaudou, New York	100
Peter A. Fox, (United Drug Co.), Boston	100
T. Noonan & Sons Co., Boston	100
The Mennen Company, Newark, N. J.	100
Melba Mfg. Co., Chicago	100
Geo. F. Merrill, (Tokalon Co.), New York	100
G. J. Block (Blasco), Brooklyn, N. Y.	100
Jennings Mfg. Co., Grand Rapids, Mich.	100
I. V. S. Stanislaus, (Florome Chem. Co.), New York	100
Joseph Byrne, (Perfumers Journal), New York	100
Courier des Etats-Unis, New York	100
C. S. Humphrey, (Manhattan Can Co.), Brooklyn, N. Y.	100
Talcum Puff Co., Brooklyn, N. Y.	100
Pond's Extract Co., New York	100
Glebas Importation Co., New York	100
Henry Tetlow, Philadelphia	100
Geo. C. Kusen, (Geo. C. Kusen & Son), Philadelphia	100
Odorbase Mfg. Co., New York	100
J. R. Kennedy, (United Drug Co.), Toronto, Canada	100
Geo. Selick, (C. H. Selick, Inc.), New York	100
J. B. Williams Co., Glastonbury, Conn.	100
Geo. W. Luft Co., Long Island City, N. Y.	100
D. O. Haynes & Co., New York	100
The Abner Royce Co., Cleveland	100
David C. Mahoney, New York	100
W. J. King (Mme. Isebell's Toilet Mfg. Co.), Chicago	100
Elmo, Inc., Philadelphia	100
Holman Soap Co., Chicago	100
J. Hugh Foster, Chicago	100
Woodworth, Rochester, N. Y.	100
Stanley Mfg. Co., Dayton, O.	100
Addison Lithographing Co., Rochester, N. Y.	100
Spice Mill Publishing Co., New York	100
B. E. Levy (Coty), New York	100
C. S. Welch (Houbigant), New York	100
John F. Queeny, (Monsanto Chem. Wks.), St. Louis	100
Alfred J. Krank, St. Paul, Minn.	100
Swindell Bros., Baltimore	100
Thurston & Braidich, New York	100
Van Dyk & Co., New York	100
John Blocki & Son, Chicago	100
Miss Adele Ungerer, Westfield, N. J.	100
C. B. Leighton, (W. J. Bush & Co.) New York	100
Koken Companies, St. Louis	100
The Armand Co., Des Moines, Iowa	100
S. B. Penick & Co., New York	100
Wm. H. Green, New York	100
Armour Soap Works, Chicago	100
Geo. A. Briggs, (A. B. Wrisley & Co.), Chicago	100
Chesebrough Mfg. Co., New York	100
Elizabeth Arden, New York	100
James C. Crane (Elcaya Co.), Long Island City	100
Geo. Borgfeldt & Co., New York	100
Consolidated Fruit Jar Co., New Brunswick	100
H. & G. Klotz & Co., (Parfumerie Pinaud), New York	100
H. R. Laist, San Francisco	100
J. W. Lyon, New York	100
Alfred H. Smith Co., (Djer-Kiss), New York	100
The Candy Manufacturer, Chicago	100
International Confectioner, New York	100
Chas. Fischbeck, (Ungerer & Co.), New York	50
Herbert Carter, (Sherman & Lehair), New York	15

To Date, October 15, 1921. TOTAL Francs..... 15,538



ADOPTS PRICE PROTECTION

Peet Bros. Manufacturing Company, in a letter to jobbers, says in part:

"Obviously, we cannot expect to maintain our jobbing connections nor to encourage new ones unless our goods are sold profitably. The jobber who sells this company's brands at prices which will not permit of the soap business being profitable or attractive is a distributor who soon becomes a detriment to our interests and, therefore, a customer of little or no value.

"The jobber who sells our products without profit, or with such a small profit that it will not benefit him nor justify his handling our line permanently, is not a distributor who can insure us a safe connection, and if by his continued price cutting he destroys, or at least discourages, the interest in our goods with other jobbers we unfortunately may find ourselves without adequate means of thorough distribution in his territory.

"A careful survey of present business conditions, particularly in the wholesale grocery trade, convinces us that we must prevent, in so far as we reasonably and lawfully may, the continued demoralization and price cutting on our line. We do not infer absolute price maintenance, but we do contend that a jobber who is not interested in securing a fair and reasonable profit on our products and continues to sell our goods, for selfish reasons, at less than a sensible profit forces us to the conclusion that he is not a good merchant nor sufficiently interested in our line to make a satisfactory, permanent customer, and we, therefore, shall feel free to class such an account as undesirable."

SOAP COUPONS SELL PAPERS

Baltimore newspapers ran into a queer situation recently as a result of a competition for business by soap manufacturers. The thing started October 7, when a truck drove up to the delivery door of the *Sun* and the *Evening Sun* and its driver said that he wanted 1,000 papers of that day. The *News* and the *American* had similar experiences.

Investigation developed that this sudden desire for the paper was due to an advertisement of Procter & Gamble's "Star" soap. The advertisement included a coupon which entitled the holder to two bars of the soap valued at 15 cents without any additional payment.

While the coupon specified that no more than two bars would be given to any one family, those who saw the advertisement were quick to see the possibilities of it. The coupon, it was understood, was to be cashed at the corner grocery and the groceries were to turn the coupons in to Procter & Gamble and receive allowances for them on their bills.

The man who fancies speculation in such things saw that

he could buy the newspaper for two cents and sell the coupons to the grocers for an advance of several cents on this, that the grocer could afford to pay him and could still make a profit by the credit he would receive on his soap bills. For a day or two there was considerable excitement over the speculation.

The problem of coupons as a selling means for soap seems to encounter all sorts of vicissitudes in carrying on.

TO CONFER ON SOAP SPECIFICATIONS

The soap section of the American Specialty Manufacturers' Association, which represents 90 per cent of the soap manufacturers of the country, has appointed a committee consisting of A. Campbell, of the Globe Soap Co., St. Bernard, Ohio, chairman; W. H. Raymond, of Armour & Co., Chicago; H. M. Thayer, of N. K. Fairbanks & Co., Chicago, to confer with soap chemists of the Bureau of Standards of the Department of Commerce relative to the revision of soap specifications which are contained in Bureau of Standards Circular 62, issued in 1916. It is expected that a conference with the committee will be arranged shortly.

FINDING PERCENTAGE OF FATS IN SOAP



FIG. 1

Dr. K. Herber writes in the *Seifensieder Zeitung* that it is of great importance for soap boilers to be able to analyse soaps and soap powders in as short a time as possible so as to determine the percentage of fat they contain, etc. For cutting the pieces according to the content of fatty acid, for calculating the yield of grain soaps, etc., the soap boiler needs a method which will enable him to determine all these points promptly and accurately without requiring the assistance of a trained chemist and without wasting a lot of time in laboratory tests. The best scientific methods for determining the fatty acid need not be dealt with here, as they require too much time, and, besides being expensive, are likely to give rise to errors if employed by amateurs, as they require to be carried out with the greatest precision and accuracy. The cake method is the best, especially if carried out with the Stiepel apparatus; as, however, errors may also occur in this case, if drying be not effected with the greatest care, this system is not generally employed. The practical man is mostly in favor of the volumetric method, using the Lühring burette, with which analytical results can be secured which scarcely differ from those of the de-etherifica-

tion process and which are fully sufficient for all practical purposes. Neither ether nor alcohol is required, the difficulties of drying disappear, any apprentice can quickly learn how to use the apparatus, whilst—and this is the chief advantage of all—the results are available in half an hour. A few slight faults, however, have so far prevented the Lühring burette from enjoying full popularity. It was impossible to place the apparatus in a water bath and thus to get exactly from 99–100° C., as, in order to obtain an end or terminal adjustment of the fat column, the lateral feed-pipe had to be moved. In addition to this, the rubber stopper of the feed-pipe easily gets loose, so that the analysis could very easily be lost. If, however, the stopper were forced in too firmly, then it was impossible to move the feed-pipe, and it was very easy to break the thin walls of the tube. Consequently the work of determination had to be carried out over an open flame, and in addition to the difficulty of maintaining the temperature between 90–100°, there was also the drawback of risk from shocks or vibrations. Furthermore, owing to the lateral position of the feed-pipe, the apparatus would readily tip over, so that it was always advisable to suspend it firmly in a frame.

The drawbacks previously mentioned in connection with the use of the Lühring burette can easily be obviated by a simple modification of the apparatus. The feed-pipe is

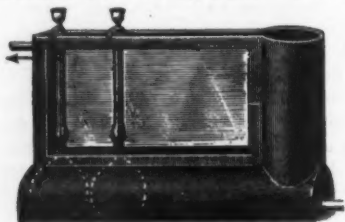


FIG. 2

no longer movably inserted into a lateral tube, but is placed in the discharge pipe with which it is fused together at the top. Instead of the single mark below the bulge in the Lühring burette, a short graduation or scale is now provided at the same spot, so that the lower boundary of the fatty acid can be easily read off at any level desired. The method of operation is exactly the same as in the case of Lühring burette. For instance, grain soap is cut up into large pieces and about 15 grams (or from 20 to 30 grams) in the case of soap powders, according to the percentage of fatty acid) are dissolved in a beaker with a little water. For weighing purposes an apothecary's scale is sufficient, as an error in weighing of 0.05 gram only amounts to about 2/10 per cent. The soap solution is poured quantitatively through the funnel-shaped pipe into the burette and is acidified with diluted sulphuric acid. The burette is now placed in a boiling water bath (preferably of the type shown below), and is filled up with water till the mixture stands about at graduation mark 10. The apparatus can now be left quietly to itself, the fatty acid will clear in a very short time and collect in the neck of the burette. Now if we read, for instance, 11.75 as the highest, and 0.30 as the lowest mark of the column of fat, then the fatty acid at 100° has a volume of 11.45 cubic centimetres. On pouring in hot water a portion of the fatty acid is then forced through the lip or spout into a 5 cubic-centimetre picnometer, and determines the specific weight at 100°, assuming the water to be at 15°. The best

picnometer for the purpose is one provided with a capillary-bore glass stopper; upon inserting it into a beaker filled with boiling water, then fatty acid will issue from the glass stopper until the picnometer, together with the fatty acid it has acquired, and remains constant at a temperature of 100°. The picnometer is then carefully wiped clean, allowed to cool, and weighed. The calculation of the analysis is very simple:

$$\text{Number cm.}^3 \text{ of fatty acid} \times \text{specific weight} \times 100 = \text{per cent. fatty acid grams substance used.}$$

If soaps from the same fat boiling have to be examined several times in succession, then one single determination of the specific weight will be quite sufficient for all the tests. Otherwise, however, it must always be carefully determined, as any erroneous or presumptive determination of the specific weight could easily lead to an error of several percentages. For this reason the apparatus largely in use at present, consisting merely of a retort with a graduated tube open at the top, are not to be recommended, as they do not permit of the determination of the specific weight.

KOCH GETS ALSACE POTASH MINES

In the European Potash trade considerable interest has been aroused by the judgment rendered by the Regional Tribunal of Mulhouse awarding the property of about half (5,450 parts out of 10,000) of the sequestered Alsatian potash mines to M. Henri Koch, of Guebwiller, who acquired these shares since the armistice. This means not only that the property is taken from the hands of the sequestrator, Senator Helmer, but from the French Government itself, which, by the law of March 26, 1921, became proprietor of all the sequestered mines.

Before the armistice many of the potash exploitations were held by Germans, and at the time of the armistice all that was German was placed under sequestration. Subsequently a number of Alsations, including M. Koch, purchased the German shares, but M. Helmer, in his official capacity, refused to recognize the titles as being Alsatian property, arguing that they had been purchased under suspicious circumstances. The court decision rejected M. Helmer's contention. M. Helmer has taken an appeal, and the procurer general at Strasbourg also has registered opposition to the judgment of the Mulhouse tribunal.

Thus the matter stands at present, but the entire question will come before the next assembly of the French Chamber of Deputies in the form of an interpolation.

A NEW DETERMINATION METHOD

Montan wax and a new method of determining the acid and saponification values of dark-colored oils, fats, and waxes is the subject of a treatise by R. Pschorr, J. K. Pfaff, and W. Berndt. *Z. angew. Chem.*, 1921, 34, 334–336. It is summarized in *Chemical Abstracts* as follows:

Methods of determining acid and saponification values are given for substances which are easily soluble in alcohol and are free from resin, and for substances which are soluble with difficulty in alcohol or contain resin. For montan wax an acid value between 22.6 and 23.1 and a saponification value of about 77 were found. The method depends upon the fact that acids present in the oils, fats and waxes examined, with the exception of resin acids, can be converted into calcium salts only slightly soluble in alcohol and in water by boiling their alcoholic solution with sodium acetate and calcium chloride. The colored substances are precipitated on cooling, and diluting with water, and are removed, together with the calcium salts, by filtration; the liberated acetic acid can be titrated using phenolphthalein as indicator.

TECHNICAL PRODUCTION OF SOAPS FROM PARAFFIN AND SIMILAR HYDROCARBONS*

By DR. WALTER SCHRAUTH, Lecturer at the University of Berlin, and PETER FRIESENHAHN

Trade papers recently published several reports in regard to processes for the oxidation of paraffin and other hydrocarbons of a high molecularity into fatty acids. As a whole these publications create the impression that at not too distant a time the many divers experiments may lead to the development of a technical process, and that it will then be possible to obtain mixtures of fatty acids by the mentioned method from which soaps may be produced that will not only lather well, but also satisfy all reasonable demands in regard to appearance, odor and cleansing power.

In this connection it may be of interest to point out that soaps containing among other substances paraffin in a more or less advanced state of oxidation were in the market in large quantities already during the war years 1916-17. These soaps were greeted as a welcome substitute by the consumers, who at times found it very difficult to obtain pure soaps produced from animal or vegetable oils. The products in question were manufactured according to our directions by the "Providol Company" of Berlin under the name of "Vasolin-Soap" and consisted principally of a mixture of beeswax, paraffin and ceresin. At first this mixture was simply saponified in a concentrated water alkaline solution at temperatures ranging between 150 and 180° C. Later we began to add oxidizing agents to the mixture, and finally we also used air and oxygen for the oxidation process which was recognized as the correct method by the trade press already in those days. In this work, the result of which has been described in the specification for our German patent No. 308,442¹ and in several still pending patent applications, we started from the fact that hydrocarbons, such as petroleum, solvent-naphtha, mineral oils, etc., can be emulsified very finely with carnauba wax, or rather with the wax alcohols contained in the latter. The emulsion is accomplished in water in the presence of sebacid alkalis. We concluded that the same results could be attained by using paraffin and other solid hydrocarbons of a high molecularity, and that the products obtained in this manner might be used as substitutes for the sebacid alkaline salts then used as soaps, because of the well-known fact that hydrocarbons in finely diffused form possess a cleansing power which under certain conditions even surpasses that of the sebacid salts.

The starting material for the higher molecular alcohols which could be considered as emulsifying agents naturally were the waxes or wax-like substances, such as wool fat, because their saponification not only produces the required alcohols, but at the same time also sebacid salts. The lathering capacity of the latter, however, is very limited.

The extremely difficult saponification of the waxes made it necessary to carry out the saponification process in temperatures of more than 100° C. and in closed vessels

which offered the possibility to work with increased pressure. For the technical execution of the process we used autoclaves placed in a horizontal position. The autoclaves had a capacity of 2,000-3,000 kg. and were able to sustain a pressure of 20 atmospheres. They were heated with superheated steam, contained a moderately rapid stirring apparatus operated from the outside, while suitable packing made them entirely airtight.

The autoclaves were charged with the definitely fixed normal mixture of 350 kg. beeswax, 300 kg. paraffin and 300 kg. ceresin. Then 30 kg. of sodium hydroxide dissolved in 100 liters of water were added, and after the apparatus had been closed the mixture was heated to 160-185° C., bringing the steam pressure to about 10 atmospheres. The process was usually completed after eight hours of boiling and the result was a product which apparently not only contained the alkaline salts of the beeswax, but also the hydrocarbons and the wax alcohols in a form extremely well suited for washing purposes. After a short rest the contents of the apparatus were discharged into a collecting vat through a valve at the bottom. From there the soap substance was transferred to the cooling apparatus, either as it was, or with an addition of hot water. It left the cooling rolls in the form of soap chips and these were mixed with perfume and color in a mixing machine. After the chips had passed through the plodder and cutting press they were placed in the hands of the consumer as finished fine soap.

Under the condition prevalent at that time it was unfortunately natural that the Commission for Fats and Oils, because of the fact that it was dominated by representatives of the large capitalistic interests engaged in the soap industry, would only take kindly to the new product, if it could have been manufactured by these interests without indemnifying the owners of the patent rights. That every package clearly bore the statement, "Free from animal and vegetable fats and oils, or fatty acids produced from them," did not matter. The negotiations with the owners of the patent remained without result, although in view of the food situation during the war it was the duty of the commission to reduce the consumption of fats for technical purposes to a minimum and the production method discussed here should have been encouraged in every possible way. On June 21, 1917, the Federal Council issued an order which placed the manufacture of all soap-like substances under the supervision of the War Commission, and the first result of this order was the closing of our plant. It is a sad fact that by ignoring this already well developed method, the commission destroyed the possibility to supply the German nation in a proper manner with soaps. Even in the production of the "war soap" the industry had to continue to depend upon the animal and vegetable oils and fats, which otherwise could have been used for food purposes. The raw materials required for our process were still relatively cheap and obtainable in large quantities at that time. Not only were the German supplies large, but the production of the countries allied with Germany assured a continual replenishment of the stocks. Furthermore suitable raw materials (ozokerite and paraffin) were constantly produced from lignite and lignite tar and would have made possible the manufacture of a

*From Seifensieder-Zeitung, Vol. 48, Nos. 12 and 13, March 2, 1921.

¹Patent specification: "Process for the emulsification of solid hydrocarbons in water, characterized by the fact that the hydrocarbons are mixed with wool fat, waxes or a mixture of several kinds of wax, or wool fat and wax, and that the mixture is then treated with concentrated alkaline lyes, or solid alkali in temperatures of not less than 160° C. and under a corresponding pressure of not less than 5 atmospheres, if necessary with an addition of oxidizing agents."

soap fulfilling all requirements also in regard to quality.

Already during the control of the first technical charges of the vasolin soap we observed that the acid number of the acids separated from the finished product, the composition substance obtained according to the recipe given above, was always a little higher than saponification number of the original mixture. As this phenomenon persisted we felt compelled to make a thorough investigation of the process. Our tests showed that the atmospheric oxygen remaining in the gas volume of the pressure apparatus was consumed during the reaction, and that simultaneously with the saponification an oxidation process took place, which according to the observations of Schaalé could only transform the wax alcohols freed by the saponification or the paraffin into fatty acids. On the strength of this discovery we started to carry out the work in the presence of oxidizing agents and finally to use air and even oxygen in such a manner that the apparatus always remained under an excess air (oxygen) pressure of a few atmospheres during the working process. The results were surprisingly good and through neutralization of the formed fatty acids we finally succeeded in producing a light colored soap that possessed a fully satisfactory lathering capacity and showed about the same characteristics as a grained soap produced in the usual manner. The soap was treated further in the manner described above and the finished product generally contained only 15-25% of unsaponifiable matter. The unsaponifiable contents, however, could easily be emulsified in water and rather strengthened the action of the soap body, than weakened it. In most cases the fatty acids separated with sulfuric acid showed a saponification number of 170-190.

In bringing the results of our work at that time and the possibility of the technical utilization of the process before the public at this late date we are not animated by any desire to appear as accusers against the war commission which treated us in such an antagonistic manner. Our sole object is to point out that a factor which eventually may be very important for the oxidation of hydrocarbons has so far not been given sufficient consideration. In different publications it has frequently been pointed out that a catalyzer is of considerable importance for the execution of the process, but the nature of the available catalyzers and their action is never discussed in an exhaustive manner. Under certain circumstances the action of the compounds used as oxygen carriers may be the least active component in bringing about the observed results, because it has been established that the most effective catalyzers (metal lineolates and metal resinsates) greatly aid the state of emulsion between paraffin and water which is absolutely necessary for the process. In the present case the use of an oxidizing catalyzer is even entirely unnecessary. The alcohols of high molecularity are in the presence of soaps fully able by themselves to emulsify hydrocarbons in water in a technically perfect manner and to create the conditions necessary for the attack of the oxygen. It is, however, not to be disputed that the other reaction conditions (pressure, temperature, stirring, working time, etc.) may exert a deciding influence, but each one of these conditions is very changeable. If an excess of alkali is used from the start it seems important that the process is carried out in the presence of caustic alkalis and not—as advocated by Franz Fischer—in soda solution. We have been able to determine that in the latter case a considerable part of the oxidation product appears in the form of anhydrides,

lactones or wax-like substances, and is therefore lost for the washing process.

According to our experience the best results are obtained by dispensing with the continuous neutralization of the formed fatty acids and permitting the process to proceed in a medium that gradually becomes acidified, or is acidified from the start. This can be accomplished in the sense of our method by using the aromatic sulfo-fatty acids (Twichell reactive), which have proved so successful in fat splitting, or sulfurated, high boiling petroleum distillates (contact separators) as emulsifiers, instead of the saponified waxes originally used by us. But even our original method permits many variations. For instance, we have been able to obtain excellent oxidation products by substituting ozokerite for the beeswax, and by a partial substitution of vaseline for the paraffin. The simple addition of previously prepared soaps to the mentioned hydrocarbons may produce similar results in the presence of wool-fat, alcohols, cyclohexanol or analogously constituted cyclic alcohols.

Whether the pressure will be used again on a large scale at some future time cannot be decided today. The fats available for technical purposes probably will become cheaper again than the mentioned hydrocarbons. We are also of the opinion that these raw materials may be used, to better advantage for other purposes, and that the soap industry in the future will have to fall back upon the waste fats and especially upon the waste fish oils. The latter have become relatively cheap again and form a valuable substitute for the tallow fatty acid, if they are split in hydrogenated form and distilled according to the method of Varrentrapp. After acidification with about 10% sulfuric acid they are also fully able to replace the glue fats, the coconut-oil and the palm-oil.

Castile Soap Protest Overruled

The Board of United States General Appraisers has overruled a protest of J. Munroe & Co., covering soap imported from Seville, Spain. The merchandise in question was classified by the collector as castile soap, as provided for in Paragraph 66 of the existing tariff law, at 10 per cent ad valorem, while the importer claimed that it should have been assessed at only 5 per cent ad valorem under the general provision in the same paragraph for "all other soaps and soap powder not specially provided for." It was claimed by the importers in support of their protest that the soap in question was not a finished soap, was not white, free from odor or entirely soluble in water. The Customs Board decided, however, that the soap in question is recognized commercially as "castile soap" and that the collector's classification was therefore correct. The protest is accordingly overruled.

Turkish Soap Trade Makes Good Progress

The soap industry has only been undertaken in Turkey by a few manufacturers with modern plant, and the greater part of the production is obtained from small concerns. Olive oil alone is employed in regions where olive trees abound. Some hundreds of soap factories are worked, the soap being obtained by dissolving the oil with carbonate of soda or caustic soda. The soap industry has not suffered much compared to other manufactures during the war, and the factories have nearly all been working regularly, since the necessary raw material exists abundantly in the country.

U. S. SOAP EXPORTS FOR AUGUST

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in August, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps.

Belgium, (\$125); Czechoslovakia, \$559, (....); Denmark, \$282, (\$150); France, (\$1,350); Germany, \$50, (\$236); Greece, \$35, (....); Iceland and Faroe Islands, \$567, (....); Netherlands, \$336, (\$13); Norway, (\$2,275); Poland and Dantzic, \$1,635, (\$14); Portugal, 135, (....); Spain, \$438, (....); Sweden, \$264, (....); Switzerland, \$6,363, (....); Turkey in Europe, (\$20); England, \$68,405, (\$42,534); Scotland, (\$24,400); Bermuda, \$221, (\$1,071); British Honduras, \$659, (\$3,537); Canada, \$23,959, (\$63,743); Costa Rica, \$373, (\$299); Guatemala, \$1,466, (\$760); Honduras, \$2,885, (\$4,805); Nicaragua, \$919, (\$3,098); Panama \$5,445, (\$15,244); Salvador, (\$110); Mexico, \$15,085, (\$273,377); Newfoundland and Labrador, \$1,043, (\$1,025); Barbados, \$117, (....); Jamaica, \$1,137, (\$2,785); Trinidad and Tobago, \$504, (\$189); Other British West Indies, \$206, (\$817); Cuba, \$13,775, (\$39,766); Virgin Is., of U. S., \$599, (\$2,073); Dutch West Indies, \$40, (\$17); Haiti, \$857, (\$47,396); Dominican Republic, \$2,606, (\$30,854); Argentina, \$10,615, (\$5,345); Bolivia, (\$15); Brazil, \$433, (\$186); Chile, \$45, (\$1,056); Colombia, \$2,926, (\$946); Ecuador, \$177, (....); Dutch Guiana, \$36, (\$140); French Guiana, (\$18); Peru, \$544, (\$22); Uruguay, (\$766); Venezuela, \$2,195, (....); China, \$1,714, (\$783); Kwantung, leased terr., \$272, (....); Chosen, (\$12); British India, \$3,743, (\$17); Straits Settlements, \$228, (....); Other British East Indies, \$21, (....); Dutch East Indies, \$166, (....); Hongkong, \$948, (\$100); Japan, \$1,962, (\$176); Palestine and Syria, \$127, (....); Russia in Asia, \$45, (\$254); Siam, (\$10); Australia, \$3,126, (....); New Zealand, \$685, (....); Other British Oceania, \$47, (\$300); French Oceania, \$35, (\$12); Philippine Islands, \$7,621, (\$75); Belgian Congo, (\$14); British West Africa, (\$150); British South Africa, \$3,377, (\$936); Portuguese Africa, \$63, (\$25); Egypt, \$53, (....).—Total, \$192,129, (\$573,441).

Czecho-Slovak Customs Soap Rules

Under Czecho-Slovak customs regulations, common soap is described as solid soap not suitable for toilet purposes, in sticks, bars, blocks or powder form, also with an addition of soda, water glass and the like, or green, brown or other soap, while fine soap is described as soap in bars or cakes, cast or pressed in various forms, or perfumed, or when wrapped in cartons, tissue paper and so on, even if not perfumed. Because of protests by local manufacturers laundry soap is now classed as fine soap because each bar is in a separate wrapper. The present duty on common soap is 80 crowns per 100 kilos, and on fine soap 252 crowns per 100 kilos.

Smuggled Soap Betrays Law Violation

El Paso, Texas, reports that Nicolas Vargas' highly developed sense of smell enabled him to detect an attempt to smuggle soap into Mexico. Corn may be imported free of duty. The smugglers had placed a comparatively large quantity of soap, on which the duty is high, in the center of the sacks. Vargas, special officer, smelled the soap as the sacks of corn were being passed by the customs men. He will receive approximately 40 pesos reward. The owner of the smuggled goods will be required to pay a fine and three times the usual duty charges.

Sal Soda Production in United States

According to the United States Geological Survey, Department of the Interior, the production of sal soda in the United States in 1920 was 62,857 short tons, valued at \$128,937.

FEATURES OF SOAP MATERIAL MARKET

(Continued from next page)

tanks, Manila oil for shipment in bulk held at 7¼ cents Coast basis, while Ceylon type oil on spot in barrels was quoted at 9¼@10 cents, and Cochin at 10½@11 cents. Ceylon or Java copra was held at 5 cents c. i. f. New York, though sellers' ideas were a shade higher. Despite an easy tone in competing oils, corn oil was rather firmly held at 9@9¼ cents for the crude in barrels, and 10¼@11 cents for the refined. The refined oil in cases of two five-gallon tins was quoted at \$11.38 per case. Crushers of castor oil have advanced the price ½ cent, establishing the standard number 3 at 10½ cents. With cottonseed oil quoted around 7 cents per pound in buyers' tanks there was less interest in peanut oil, holders of which were asking 8¼ cents for prime quality buyers' tanks f. o. b. coast. Asking prices for Oriental crude were on the basis of 8¼ cents a pound sellers' tanks f. o. b. the Coast. Despite large arrivals of olive oil from Palermo, Italy, the market for olive oil has held comparatively firm, with holders of prime green foots asking 8½@8¾ cents a pound, while denatured olive was held at \$1.15 a gallon and upward, and edible varieties at from \$1.80@ \$2.25 a gallon.

Soapmakers' Chemicals

While actual buying in industrial chemical markets continues of conservative volume, there has been an increase in the volume of orders for small or moderate quantities. Further declines are to be expected, but many are convinced that liquidation has run to such an extent that stability of prices is now only a matter of time. An encouraging feature has been the increased interest displayed by soap manufacturers in placing orders calling for future delivery. The potash situation is attracting attention by reason of the fact that the Kali Syndicate is again about to close orders. The closing days of October witnessed an increase in demand for various chemicals from interior manufacturers who were disposed to anticipate requirements on threats of a tie up of transportation facilities as the result of the proposed railway strike. The decline in the German mark to 70 one-hundredths of one cent was expected would add stimulation to the rise in all security and commodity markets of Germany. Caustic soda has been meeting fair demand at 4 cents, with small lots bringing as high as \$4.05 and \$4.10 ex-store. Producers continue to quote 3¼ cents' basis of 60 degrees at the works. Considerable small lot business has been seen in soda ash at \$2.10@2.15 per hundred weight in single bags with occasional carlots sold on spot at \$2@ \$2.05 per hundred. Producers of soda ash quote \$1.60 per hundred weight for bags and \$1.95 for barrels' basis of 48 per cent. A decidedly better movement is under way in sulphuric acid, as the market for 66 degrees is practically at pre-war figures, which has created more confidence in the general position of the market. The market for caustic potash is somewhat firmer, with sales at 5¼@5½ cents, with some asking 5½ cents. The foreign market is firmer as production has been sold ahead. Carbonate of potash is also somewhat firmer at 4½@5 cents, as foreign producers are reported to be sold ahead. Demand for borax continues fair, with contract quotations maintained.

Other Soap Materials

While the movement of naval stores to Germany has been growing from month to month, it is afar way from approaching the pre-war times when that country probably handled more American rosins than any other country outside of the United States. For the first six months of the naval stores season this year the movement was decidedly better than was anticipated and a progressive improvement is looked forward to. There is no scarcity either in rosins or turpentine at present, although stocks in consumers' hands are small, and this situation may produce higher prices at any time. So far such increased demand as has appeared from Germany has merely served to offset the slackness of British and French buying. However, sentiment in producing sections continues decidedly bullish, as stocks are not large enough to act as a drag on the market.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW

(Specially Written for This Journal)

By successive declines of one-quarter of a cent between sales of the usual size, the price of New York Special Tallow has now reached six cents at which rate eight hundred drums changed hands, making a total decline of three-quarters of a cent per pound from the recent high level.

The export demand for tallow and greases, which assumed quite large proportions during August and September, began to fall off about the beginning of this month, with the result that domestic consumers, being relieved of this competition, have been able to purchase supplies by bidding a trifle below the market and thereby bringing about this continuous decline.

Coincident with the easier feeling in tallow and grease, the market for cotton seed oil has also declined about two cents per pound for the nearby months, compared to the recent high prices; and lard for early next year's delivery shows no signs of recuperation, being held down largely by the prospects of heavyweight hog supplies and the fact that corn today reached a new low record price; which tends to strengthen the bearishness of traders generally, who now predict low prices during the early part of next year.

The seriousness of the European financial situation and continued decline of Continental Exchange rates is likely to prevent an early resumption of buying and cannot aid the restoration of prices; hence, we are approaching the winter season under unfavorable auspices.

TOBIAS T. PERGAMENT.

October 18, 1921.

GLYCERINE

(Specially Written for This Journal)

A decline again, to 14c, in bulk, occurred in Chemically Pure, about two weeks ago; this official marking down, however, meant nothing, as several of the makers had been selling at the reduced price for some time previously. The refiners, who inaugurated the return to the old price, were, themselves, buyers of Dynamite Glycerine, at 12½c, and are today. Refiners are anticipating an increased demand for Chemically Pure, during the coming season, and we are of the opinion that with a hard Winter prophesied, we may expect an increased consumption, which may result in higher prices, although we doubt it. The effect of a railroad strike, if it comes, is of doubtful significance; it would, of course, keep Crude from the refiners, in most cases, but it would also prevent them from receiving fuel and delivering the finished product, the result of which would eventually be, that the refineries must close down. Tallow is 6¼c, a drop of ¼c, within the last two weeks or so. Unless a decided change, in general business, asserts itself shortly, we are of the opinion that we shall go through the Winter without any particular change in the price of glycerine.

W. A. STOPFORD.

October 17, 1921.

VEGETABLE OILS

The rise of approximately 33½ per cent in exchange on China, Japan, India and the East generally is reflected in the decidedly stronger conditions which are now prevailing in a number of important vegetable oil products. There has been a general broadening of consumption of these oils in the American markets as confidence in the situation became more pronounced. There were no importations of soya bean oil in August of this year, while a year ago upwards of 10,000,000 pounds came into the country. This situation is bringing stronger conditions into play and the small holdings on the Pacific Coast are now held at 7½ cents sellers' tanks, while crude oil on spot is held at 8¾ cents, and refined edible at 10¼ cents. Imports of coconut oil for eight months of the current fiscal year are fully 50,000,000 pounds smaller than a year ago. There continues a firm tone to prices, with domestic Ceylon type held at 8½ cents sellers'.

(Continued on preceding page)

SOAP MATERIALS

Tallow and Grease

Tallow, New York, Special 6¼c.; edible, New York, 8c. Yellow grease, New York, 4½@4¾c. Choice house grease, New York, 4½@4¾c.

Rosin, Savannah, October 18, 1921.

Common to good..	\$4.00-4.20	I	\$4.30-4.40
D	4.10-	K	4.55-4.60
E	4.15-4.20	M	5.00-5.05
F	4.20-	N	5.15-5.20
G	4.25-4.30	W. G.	5.45-
H	4.35-	W. W.	5.60-
Starch, Pearl, per 100 lbs.....			\$1.78@ \$2.06
Starch, powdered, per 100 lbs.....			1.88@ 2.10
Stearic acid, single pressed, per lb.....			9¼c.
Stearic acid, double pressed, per lb.....			10c.
Stearic acid, triple pressed, per lb.....			10¾c.
Glycerine, C. P., per lb.....			14@14¼c.
Glycerine, dynamite, per lb.....			12½@13c.
Soap lye, crude, 80 per cent, loose, per lb....			8@ 8½c.
Soap lye, saponification, 80 per cent loose, per lb.			9@ 9¼c.

Oils

Coconut, edible, per lb.	11¾@12¼c.
Coconut, Cochín, Dom., per lb.....	10½@11c.
Coconut, Ceylon, Dom., per lb.....	9¾@10c.
Palm, Lagos, per lb.....	7@ 7¼c.
Palm, kernel, per lb.....	9@ 9¼c.
Cotton, crude, per lb., f.o.b. mill.....	7.00
Cotton, prime, summer yellow.....	9.00@ 9.25
Soya Bean, per lb. (edible).....	10@10½c.
Corn, crude, per gal.....	9@ 9¼c.
Corn, refined, per lb.....	10¾c.
Castor, No. 1, per lb.....	11½c.
Castor, No. 3, per lb.....	10½@11c.
Peanut, crude, per lb.....	9½@ 9¾c.
Peanut, refined, per lb.....	11½c.
Olive, denatured, per gal.....	1.15@ 1.20
Olive Foots, prime, green, per lb.....	8½@ 8¾c.

Chemicals

Soda, caustic, 76 per cent, per 100 lbs.....	4.05@ 4.10
Soda, ash, 58 per cent, per 100 lbs.....
Potash, caustic, 88@92 per cent, per lb., f.o.b. works	4¼@ 4¾c.
Potash, caustic, 70@75 per cent, per lb., f.o.b. works	10@11c.
Potash, carbonate, 88@92 per cent, per lb. New York	4½@ 5c.
Salt, common, fine, per ton.....	19.00@ 20.00
Sulphuric acid, 60° per cent, per ton.....	11.00@ 13.00
Sulphuric acid, 66° per cent, per ton.....	17.00@ 19.00
Borax, crystals, per lb.....	4½@12c.
Borax, granular, per lb.....	5½@ 6c.
Zinc oxide, American, lead free, per lb.....	7@ 8½c.

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